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**Volume 2**  
**1921/1922**



# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., MAY, 1921

NUMBER 1

## MARKET UNSATISFACTORY MILK SUPPLY INCREASING

PRESENT CONSUMPTION MUCH BELOW LAST YEAR'S LEVEL

Conditions in the market in this territory have been very much unsettled. The market has been constantly on edge with a milk supply that was hard to keep absorbed.

While there has been probably less milk offered from outside the territory, where lower prices are paid producers, except in the shape of cream. There has been a seasonable increase in the milk flow, largely attributable to early pasture. At the same time, a further decrease in consumption is to be noted in some sections, particularly where there is a large number of unemployed, due in part to labor disputes as well as lessened manufacturing operations.

When surplus increases and demand decreases it takes but a short time to pile up a surplus.

On the other hand some of the milk which has recently been coming into this market from other districts, outside the Philadelphia Milk Shed, has been absorbed in its home markets by the opening of a large number of condensaries. This has been to our advantage in caring for our own milk.

Platform conditions have been anything but satisfactory. More or less milk has been refused on arrival owing to quality. Dealers are more insistent as to grade. Low test milk is hard to market. During the milk scarcity dealers were not

so particular, it was milk they needed and quality was the second consideration. Under present conditions milk that is not up to standard in quality—the Pennsylvania standard is 3.25 per cent. butterfat—cannot find a ready buyer who is distributing in the city of Philadelphia.

That milk be free from garlic and grassy odors is also being insisted upon.

Early in the month the price of platform milk was from 6 to 6½ cents a quart. At times it reached seven cents. During the last half of the month prices were weaker and in the last week, prices, owing to the Hebrew holidays, sagged to five cents a quart.

The fact that the surplus plan was in effect, was, it is believed, the only reason this milk could be absorbed without breaking the price of basic milk.

There have been no changes in the price of milk going into fluid consumption. Condensaries are still paying prices

below the basic standard but in several instances advances of 20 cents a hundred pounds have been paid by such buyers.

The butter market has had a depressing effect on the milk situation generally. One year ago the price quoted for extra creamery butter was 71 cents. On the same date this year the same grade was quoted at 39½ cents and a lower price is predicted by the time the storage season sets in.

Importations of Danish butter have fallen off and in view of the present low

## BASIC PRICE FOR MAY REMAINS UNCHANGED

SLIGHT MODIFICATION IN SURPLUS PLAN, BASIC SAME AS APRIL

Owing to the slump in the butter prices and competition in cream from low price markets together with the heavy milk supply, a slight change in the differential on surplus milk, after several conferences had been held, was deemed best to stabilize the market and hold the basic price at the present level.

There was an almost steady decline in butter prices in April. During the closing days of the month the price of 92 score, solid packed creamery butter,

ritory, sellers cannot compete with milk coming from outside markets, which has been sold, it is stated, as low as \$18 per can.

The inability of producers to compete under these conditions has resulted in an increased supply, which would naturally have to be made into butter and usually marketed at prices less than those quoted for 92 score creamery butter.

Surplus milk conditions have been advanced this season owing to the early spring and consequently advanced pasture. Some distributors now show an increase of twenty-five per cent. in surplus over the same period last year. Not all of this, however, represents an increased milk flow, but is made up, partly, by decreased sales, particularly in the industrial districts, where decreased occupation has lessened the buying capacity of the working classes.

The retail price of milk in this district, it was believed, should not be disturbed. In comparison with other primary markets consumers, in this immediate district, are paying less for milk than in any other primary markets and the price is believed to be fair for the value received.

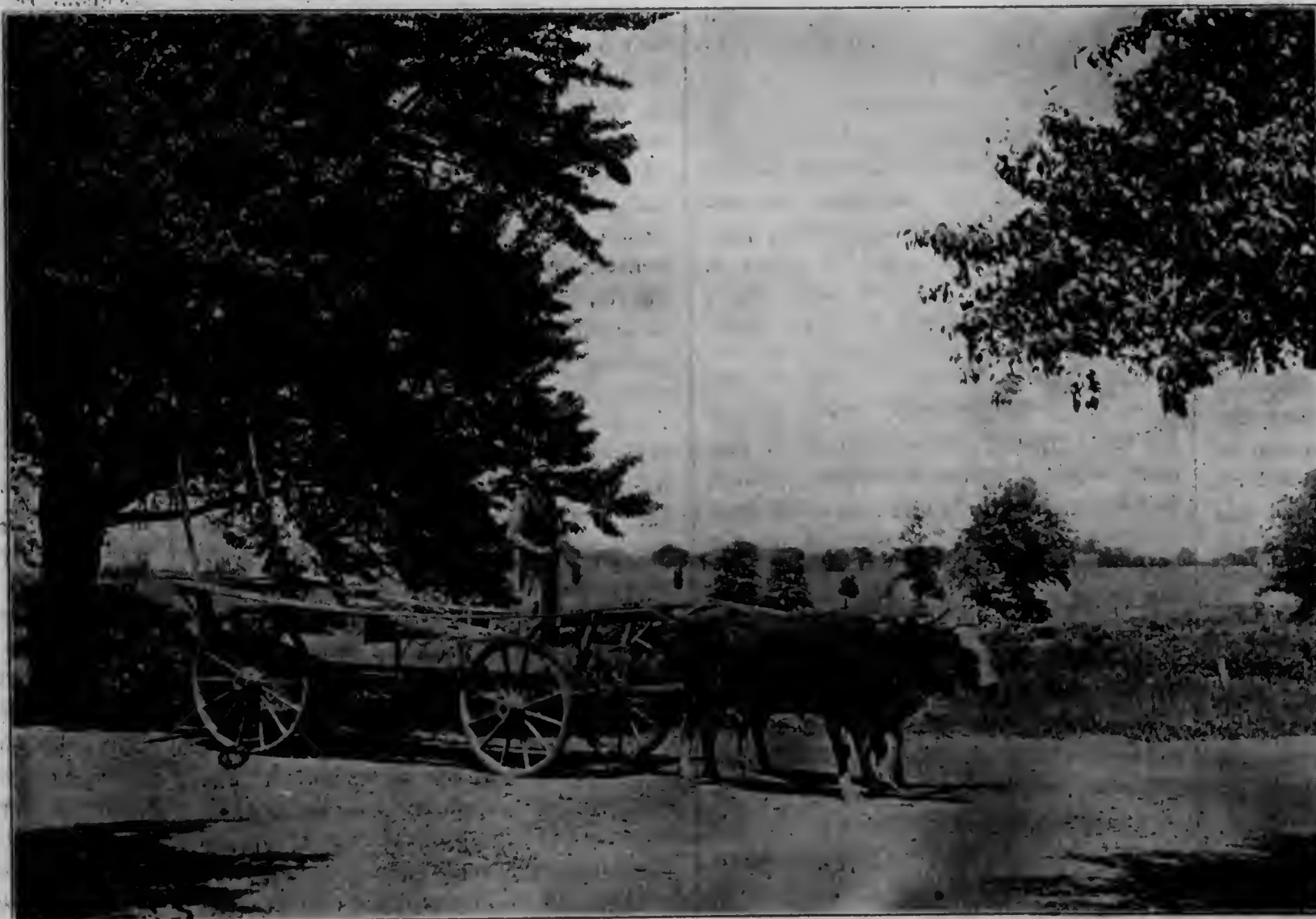
In Philadelphia price reductions to the consumer, incidental to the readjustments after the war, were in advance of other food products.

Our weighted average price, that is of basic and surplus milk, has been slightly above other districts, so that, as far as milk is concerned, the producer has been more favored, if it may be so termed, than he has with the prices of any of the other of his farm products.

As a temporary expedient, so that the alignment of prices might be in keeping with conditions, it was decided that the ten per cent., which is added to the basic quantity under the surplus plan, beginning with May, will be disregarded for that month and producers be paid on a 100 per cent instead of a 110 per cent. basis, as heretofore. We reserved the right, however, to make a readjustment in later months if market conditions warrant.

The Executive Committee of the Interstate Milk Producers Association in taking this action, voices the opinion of

(Continued on page 13)



Notwithstanding that this is the age of the automobile, this team of oxen is still doing duty on a New Jersey farm

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Prices of 92 score creamery butter, early in the past month held pretty strongly around 49 to 50 cents a pound. In the middle of the month sharp declines set in and the market fell off to 35 cents at the close of the month.

The condensed milk situation while a shade better, is still uncertain. There has been practically no export business. Old stocks in the hands of some manufacturers have been pretty well cleaned up, as might be evidenced by the resumption of operations at a number of condensaries. Miscellaneous brands of condensed and evaporated milk have been selling at practically unchanged prices.

The price of surplus milk, under the basic and surplus plan, for the month of April is \$2.23 per hundred for four per cent. milk at all receiving stations, based on an average butter price of 46.7 cents

(Continued on page 12)

New York City, went below 38 cents.

On a 40 cent butter basis the price for surplus milk would be approximately \$1.92 per hundred for four per cent. butterfat content. It has always been considered that when the spread between basic and surplus milk reached one dollar per hundred, some adjustment of either the basis or the price paid for milk should be made.

On the current price basis of \$3.08 for four per cent. milk, delivered at receiving stations in the 50 mile zone, for basic milk and \$1.92 for surplus milk, based on 40 cent butter, below which the market now is, the spread is \$1.19, which is considered too great for the stability of the market.

At the same time, bulk 40 per cent cream is being offered in this market at prices under \$20 per can of 40 quarts. At the current price of whole milk, based on the weighted average of basic and surplus milk coming into this ter-



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## LEGISLATIVE UNCERTAINTIES

### Unfavorable Influences Successful in Blocking Efforts to Prevent Sales of Milk Substitutes

Notwithstanding the fair presentation of our case against the manufacture and sale of milk substitutes or compounds, such as Carotene, Hebe, Ezze, Nyeo, and Nutro in the customary family size package and the sale of compounds of cream and coconut oil, either under a trade name or no name at all, for use as cream or in the manufacture of ice cream, we have been unsuccessful at this time.

Different conditions have developed in the three different states, in the legislatures of which bills had been introduced making it unlawful to place such substitutes on the market.

In Pennsylvania a bill for the prevention of fraud and the protection of public health, etc., known as House Bill 497, was introduced and after a public hearing was passed by the House of Representatives by a vote of 148 to 14.

This bill when messaged to the Senate was referred to the committee on Health and Sanitation, of which Senator F. A. Smith was acting chairman. Senator Smith is a prominent official of the F. A. Smith Co., Manufacturers Agents, Philadelphia, Pa., which company is understood to be the eastern representative of the Carnation Milk Co. and the Hebe Company. At a public hearing before this committee an elaborate case was presented. At this hearing the bill was attacked by the representatives of the Hebe Company and those representing the coconut oil interests. Among the principal claims by the opponents of the bill was one—that Hebe was not an imitation of milk, although voluminous data was shown by surveys made by representatives of the dairymen, that Hebe and other compounds were sold and advertised as milk and recommended as being as good as and better than other brands of milk.

At this hearing we had no opportunity to rebut any of the statements made by the opponents of the bill, the committee not granting us that privilege.

#### Bill Pickled in Committee

Following the hearing this bill was successfully "pickled" in the committee. All our efforts to get this bill reported out, even after agreeing to some minor amendments effecting the dessicated or powdered milk clause, were to no avail.

A week before the legislature session closed sufficient pressure was brought to bear so that the acting chairman of the committee on Health and Sanitation called one of the opponents of the bill, the Hebe Company, to Harrisburg for a conference. These representatives met representatives of the dairymen's organizations and the following substitute for the prohibitory section of the bill was offered by the Hebe Company.

#### Section III.

#### Amendment Offered by the Hebe Co.

"It shall be unlawful for any person, firm or body, corporate, by himself, herself, itself or themselves or by his, her, its or their agents, servants or employees to manufacture, sell or exchange or have in possession, with intent to sell or exchange any milk, cream, skimmed milk, condensed or evaporated or concentrated whole or skimmed milk,

powdered, dried or dessicated milk or ice cream or any of the fluid derivatives of any of them to or with which has been added, blended or compounded any fats or oils other than milk fats, provided, however, that nothing in this act shall be construed to prohibit the manufacture or sale of a compound of evaporated skimmed milk and vegetable fat and oil, if the compound contain not less than twenty-five and five-tenths (25.5) per cent. of total solids, and not less than seven and eight-tenths (7.8) per cent. of vegetable fat, and if each can, bottle, container or other package containing the compound shall have printed upon its principal label in plain legible type of a size not less than six point face, the name and actual percentages of all ingredients used in the compound and in addition thereto in plain legible type of a size not smaller than ten point face, the words, 'Do not use in place of milk for infants' and provided further that nothing on the said label shall represent the product as being suitable for other than cooking and baking purposes, and provided further that nothing in this act shall be construed to prohibit in the manufacture of ice cream the use of fresh eggs and not exceeding one-half of one percentum of pure gelatin, gum tragacanth or other vegetable gums or the sale, exposure for sale, and having in possession with intent to sell ice cream so manufactured."

#### Would Legalize Hebe

This proposed amendment, it is evident, would legalize the Hebe product and force all the manufacturers of other compounds to manufacture and market their products under a standard set by the Hebe Company.

The representatives of the dairy interests refused to accept this amendment and at a subsequent conference, submitted a substitute for section 3 for the bill which was as follows:

Section 3. It shall be unlawful for any person, firm, or body corporate by himself, herself, itself or themselves or by his, her, its or their agents, servants or employees to manufacture, sell or exchange or have in possession with intent to sell or exchange any milk, cream, skimmed milk, condensed, evaporated, concentrated, powdered, dried or dessicated milk, cream or skimmed milk or ice cream to or with which has been added, blended or compounded any fats or oils other than milk fats in imitation or semblance of condensed, evaporated, concentrated, powdered, dried or dessicated milk and whether under the name of said products or as compounds or under any fictitious or trade names whatsoever, provided, however, that nothing in this act shall be construed to prohibit in the manufacture of ice cream the use of fresh eggs and not exceeding one-half of one percentum of pure gelatin, gum tragacanth or other vegetable gums or the sale, exposure for sale and having in possession with intent to sell, ice cream so manufactured.

This amendment, it may be noted, put it up to the proponents of the proposed bill to prove that compounds of evaporated skimmed milk and fats or oils, other than butterfats, were sold as imitations or in semblance of evaporated

milk and that substitute fats or oils were used in cream and ice cream.

The opponents of the bill refused to accept this amendment, saying that they were not willing to go before court and have any judge put an interpretation on their product.

This stand was rather inconsistent, in that at all hearings the opponents of the proposed bills had been insistent in their statements that Hebe was correctly labelled, was not a milk substitute and was not sold as such.

The committee on Health and Sanitation of the Pennsylvania Senate, however, through its chairman, Senator Frank A. Smith, persisted to the end in holding the bill in committee, so that it was never reported out, either in its original form, with amendments agreed to, or with the proposed amendments by either the proponents or opponents of the bill.

What we know and what we believe in connection with the Pennsylvania bill had best be left unsaid at this time. It is sufficient to say that the bill was fairly drawn, fairly presented, well sponsored by Representative Calvin E. Cook, of York county, who made every possible effort to get the bill out of the Senate Committee and on the floor of the Senate. And notwithstanding all of our efforts, the bill was successfully "pickled in committee," which highhanded procedure blocked the passage of this bill.

#### The New Jersey Bill

In New Jersey, Assembly Bill 526, drawn along the same lines as H. B. 497 in Pennsylvania, sponsored by Mr. Sexsmith, after public hearing, was passed by the New Jersey Assembly, with minor amendment. It also received a very favorable vote in the Senate. Here, after successfully passing both branches of the Legislature and after almost definite assurances that the bill would have the approval of the Governor, it was sent to the Legislative Library with a message of disapproval by Governor Edwards. The message was as follows:

"The bill is intended to regulate the sale of skimmed milk. The effect of the measure is to require a prospective purchaser desiring to buy skimmed milk as such to make an investment in at least 10 pounds for the reason that it provides that condensed skimmed milk can be sold only in containers of ten pounds or more.

"So long as this prospective purchaser is advised by proper labeling that he is being supplied with skimmed milk it seems to be unreasonable to require purchases of such large quantities.

"Furthermore, Section 3 of the bill prevents the sale of any milk, whole or skimmed, condensed or otherwise, with which has been compounded any vegetable fats or oils. For years our state has recognized modified milk and the Revision of the Food Act expressly authorizes the modification of milk by the addition of lime water, milk sugar, oils and other substances, especially for infant and invalid feeding.

"This bill apparently overlooks the protection of the manufacturer of modified milk for such purposes. Modified milk, I am informed, retails at substantially lower prices than the full milk

product, and its wholesomeness and food value have never been questioned. The policy of requiring food products to be labeled, showing their true ingredients and preventing deception, as provided by the Revised Food Act of 1917, constitutes adequate public protection."

The references to modified milk as stated in this message is far fetched, to say the least. Modified milk is a specialty rather than an article of commerce and is used almost exclusively under physicians directions and not purchasable from the ordinary dealer in milk or the customary retailers of milk, milk products and their substitutes.

#### New Jersey Ice Cream Bill

A companion bill, Senate Bill 101 in the New Jersey Legislature, fixing the standard for ice cream and prohibiting the use of butterfat substitutes therein, met the same fate as Assembly Bill 526. The bill passed both branches of the Legislature by large majorities. The governor, however, also sent this bill to the Legislative Library with the following message:

"I am unable to approve of this measure for the reason that I regard it as unwarranted interference with established business. It seems to me to be too drastic."

Governor.

Just what "established business" is meant it does not seem clear. Surely not the dairy business. The Governor probably refers to the manufacture of "Cremix" in his reference to "established business" which has been marketing a mixture of cream and coconut oil, which was recently ruled out of New York City and heavy fines imposed for marketing cream so adulterated.

At all events the Governor's action in sending these bills to the Library, precluded the possibility of getting them on the floor of the Assembly where they no doubt would have been passed over his veto. The opponents of the bill, however, accomplished their purpose and at the present the bills are dead. But there is another time coming and that is not very far off.

#### The New York Bills

In the New York Legislature bills believed to be identical were presented to both branches of the Legislature. In this state the prohibition of milk compounds and substitutes was provided for in an amendment to the pure food laws.

The amendment passed both branches of the Legislature, but owing to some differences in the two bills they were referred to a conference committee, and owing to the lateness of the session, the bills died in that committee.

Temporarily, we have been beaten, not on the merits of the proposed legislation but by conditions, over which, at the time we had no control. We must tighten our belts and go at them again and from our past experiences we have learned things, evidently there are devious ways of doing things. We are going to get in shape to fight and fight we will, not only for the interests of public health and welfare but for the dairy interests of state and country.

## DAIRYMEN'S LEAGUE POOLING PLAN EFFECTIVE IN MAY

The Dairymen's League of New York, has signed up enough of its members to new contracts to start its proposed pooling plan, which it announces as being effective beginning with the month of May.

For the information of our readers, we give the classifications under which milk will be bought. In addition to these classifications, various differentials as to grade of milk apply, also various regulations as to freight rates, based upon the 200 mile zone rate.

The butterfat differential of 4c per 1/10 of one per cent. for all milk testing over three per cent, applies in all classifications.

Prices are based on 3% milk and for May, Class I is \$2.30; Class II, \$2.10, and Class III, \$1.80 per hundred pounds in the 200 mile zone.

Class IV covers prices for milk used in making American cheese and butter which are determined as stated:

#### Class I

For all milk sold in fluid form.  
For all milk made into cream and the skim milk sold in fluid form.  
For all milk used in products on which prices are not herein established.

#### Class II

For all milk made into cream and the skim milk used in any manner desired by the buyer, but with skim milk not sold to be used in fluid form.  
For all milk made into plain condensed milk.

For all milk used in the manufacture of homogenized mixtures.  
For all milk used in the manufacture of ice cream.

For all milk made into cheeses of the soft cheese type, such as Philadelphia Cream, Cream, Neufchatel, Pimento, Pimento Olive, Camembert, DeBrie, D'Isigny, Port du Salut, Liederkranz, etc.

For all milk that is used in the manufacture of cheese other than American and soft, excepting those specified under

#### Class III

For all milk that is used in the manufacture of sterilized evaporated whole milk.

For all milk that is used in the manufacture of sweetened whole condensed milk.

For all milk from which any butterfat has been removed that is made into sterilized evaporated or sweetened condensed milk with the resultant cream made into butter.

(Note)—If milk from which any part of the butterfat is removed and sold in the form of fluid cream is made in sterilized evaporated or sweetened condensed milk, Class II price shall apply on milk used.

For all milk used in the manufacture of whole milk powder.

For all milk to which butterfat is added that is used in the manufacture of milk powder.

For all milk used in the manufacture of Swiss, Linburger, Muenster, Pinapple, Edam and other cheeses of similar type.

#### Class IV

American cheese determined as follows:

For all milk that is made into American cheese, the price shall be determined by taking for the month during which the milk is delivered, the official New York City average price for New York

State average run colored and uncolored flats.

The yield shall be figured at 9.68% for 3.6 milk.

The allowance for making shall be 4c per pound.

This basis is when no profitable disposition shall be made of the whey.

If the whey resulting from the manufacture of cheese, as above, is made into sugar, 10c per hundred pounds shall be added to the price above determined.

#### Butter

Prices for milk made into butter shall be determined by taking for the month during which the milk is handled, the official New York City average for 92 score butter.

The yield shall be figured at 4.176 per hundred pounds for 3.6 milk.

The allowance for making shall be 5c per pound.

The above prices apply when no profitable disposition of the skim milk shall be made.

If the skim milk is utilized in the manufacture of casein or pot cheese, or sold to the farmers, 10c per hundred pounds shall be added to the price first above determined.

If the skim milk is made into any product from which whey results, and such whey is made into milk sugar or any other product an additional 10c shall be added to each hundred pounds of milk, making the total addition to the price first above determined, 20c per hundred pounds.

If the skim milk is utilized in the manufacture of skim milk powder, 20c per hundred pounds shall be added to the price first above determined.

#### ASSOCIATION ACTIVITIES

A large share of attention has been given during the past month toward furthering the passage of legislation of interest to the farmer in general and the dairyman in particular.

While unsuccessful with the imitation milk bills, as referred to at length in another column, the proposed State Fair bill, in an amended form has passed both branches of the Pennsylvania Legislature.

In view of the conditions surrounding the milk market we have had far more than the usual number of replacement of dairies to handle. Low grade milk has become a drug on the market.

Early in the month the Board of Directors were called for a general conference. All phases of the market were considered and plans made for the future action of the Executive Committee. At this meeting two additional directors, J. A. Poorbaugh, of York, and W. H. Stock, of the Adams-Franklin district, were elected members of the board.

The Executive Committee has had several formal as well as informal meetings, at which important matters were transacted. Advances of 20 cents per hundred were effected in prices paid in several condensary districts, particularly in Adams and in Franklin counties.

The officers have been active in general field week. A score of meetings have been held by locals at which some one of the office force has been in attendance.

One hundred and fifty-one new members have been enrolled during the month.

## DAIRYING IN TRINIDAD BY EUGENE B. BENNETT

Recently I visited the government stock farm, of the island of Trinidad at St. Joseph, Trinidad.

At this farm they breed pure bred Zebu cattle and cross them with Holsteins, Guernseys, Jerseys and Shorthorns. The Zebu is a type of wild cattle which are obtained from British India. They are well suited to the tropical climate of Trinidad.

Several breeders have attempted to start dairy herds of Holsteins, Jerseys and Guernseys on the island but they have failed as these breeds do not prosper in the tropical climate of Trinidad.

The government, in order to secure a hardy breed of cattle, suited to the climate has imported the Indian Zebu and crossed this breed with those above mentioned.



Zebu-Holstein Calves

sanitation, compare quite favorably with that in use on most certified milk farms in the United States.

The necessity of the Zebu cross breeding has been proven. The manager of the government farm states that no dairy cow is of use on the island unless it be at least 25 per cent. Zebu. The principal pest of the cattle of Trinidad is the cattle tick, but from this they are slowly becoming immune.

The government buildings on the stock farm at Trinidad, while built in a way suited to the tropics are arranged in the most sanitary manner possible.



Indian Zebu Bull

The Zebu has the peculiarity of a large hump on its back, just above the shoulders and its hair is of a very light yellow color. Their horns are large and of odd shape. The ears are also large and droop forward. Outside of these peculiarities they have many of the points that mark the good dairy animal of one of our domestic dairy breeds.

Without having the advantages of dairy grains or pasturage that our cows have, the Zebu cows often produce, for considerable periods, 40 pounds of milk a day, with a 6% butterfat content.

A cow on the government farm of Zebu-Holstein cross produces a very much larger amount of milk that averages 4.2 butterfat.



Bull of Zebu-Holstein Cross Breed

The bulls are very large animals, are surprisingly gentle and easily handled. All the animals of the cross breeds, show the Zebu hump on their backs, together with the peculiar Zebu horns, ears and color.

The grain used on this farm is largely imported although some is grown. Two large silos are filled and a large amount of hay, peculiar to the tropics is grown. The government farm produces most of the best milk used at the hospitals, hotels and private residences in Port of Spain. Most of the milk is pasteurized and sells at six cents a quart.

The method of handling the milk on this farm, would, from the point of

#### NO TIME FOR ORCHARDISTS TO LIE DOWN ON THE JOB

The loss of so large a part of this year's crop is a heavier blow to us because last year's expense made such a hole in the profits. Many growers find it necessary to operate their orchards with the least possible expense until another paying harvest. The difficulty is to decide what is wise and what is foolish economy.

We should not lose sight of the fact that we are growing next year's fruit buds this year, and that in no small measure the success of our 1923 crop also depends on how we care for our trees this summer. Spraying can safely be cut down, if all your fruit is destroyed, but to abandon it entirely is to pile up trouble for years to come and possibly weaken trees enough to cut down next year's set. If you have even a very light crop left give it the best care. It will be worth good money.

Can we save on the cost of cultivation? If you have a good clover cover-crop and have not plowed, leave it to be plowed next spring. If you have only a weed cover-crop and have not turned it under, plow or disc at once. Fit the land, and the last of May or first of June, seed to a mixture of alsike clover and alfalfa or some other legume.

On some trees the early leaves were seriously damaged. This was usually the case with Smokehouse or Black Twig. An immediate application of two pounds of nitrate of soda or a pound and a half of sulphate ammonia may prove worth while, but in all other cases save the cost of your fertilizers in the cultivated orchards. Under no condition omit the nitrogen on the sod orchards, even if you have to borrow the money. It will pay big interest.

Next year promises to be our big year. Get ready for it now. Don't let the orchard get run down and thrown into alternate bearing.

#### Milk for Health



# INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willits, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.

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## Editorial

Legislation, however necessary, either for the protection of health, or of an industry absolutely necessary for human and public welfare, goes astray when a few minds have the power or may be directed by outside interests, that such legislation is not to their particular interest.

This has been most clearly demonstrated in connection with recent efforts to have laws placed upon the statute books in three states, Pennsylvania, New York and New Jersey, prohibiting the manufacture and sale of compounds and substitutes in imitation of evaporated milk, cream and ice cream.

In one state a governor who gives but a flimsy and distorted excuse, vetoes such bills. In another a committee chairman "picks" the bill in committee. Technicalities hold up the final passage of such legislation in another state.

Truly such methods, perversions and political chicanery have been the means of losing many a good bill and no doubt will continue to do so in the future, but one man interests has no place in legislative bodies, which are meant to represent the people.

In another column we print a brief history of the fate of the bills sponsored by your organizations, prohibiting the sale of compounds and substitutes in imitation of straight dairy products.

Have we been discouraged or retarded in our efforts to keep these milk substitutes out of our markets? Emphatically, we have not. We have presented a clean case. In the future more force will be put behind the movement. Our past experience has developed a few trump cards and we will not hesitate in using them.

In the meantime let every reader observe—Hebe, Carolee, Neco, Nutro, Enzo—at present the more popular family size package compounds of skimmed milk and coconut oil are on the market and sold as imitation evaporated milk. Do not be misled in their purchase for straight evaporated milk products.

Unfortunately for the consumer, cream and ice cream, containing substitutes for butterfat, bear no labels. Responsible dealers and manufacturers are not using substitutes but manufacturers of such compounds are doing business and if you are obtaining such products, it is the manufacturers gain and you will have to take your medicine.

The Inter-State Dairy Council in its campaign for a greater consumption of milk and milk products is also engaged in a campaign to educate the milk producer to make a better grade of milk. It is self evident that if more milk is to be used, milk of first class quality, that is purity and cleanliness must be offered.

To make milk better, involves as a principal factor, cleanliness. Expensive equipment and appliances are not entirely essential, although they are nice to have, but good pure milk can be made in any ordinary barn, if certain inexpensive arrangements are provided and the proper amount of care is exercised.

In order to bring this to the attention of the dairymen of this district an eight page booklet has been prepared on the subject of "Clean Milk." It is fully illustrated and treats the subject briefly and to the point.

A copy of this booklet will be sent under separate cover to every member of the Inter-State Milk Producers Association and additional copies may be had on request.

## ADVICE TO FARMERS

It is time farmers quit developing liver trouble fretting over their tax bills and awakened to the fact that modern government demands more and necessarily costs more than it did in their grandfather's day. State Master David Agans, of the New Jersey Grange, told members of Burlington County Pomona Grange, at a meeting at Columbus, N. J., on April 28th, attended by 600 agriculturists.

"We have automobiles, welfare organizations, modern machinery, better roads, and a hundred other things we did not have in the old days," he said. "Nobody wants to go back to the 'good old days' and so somebody has to pay the bill. We might as well be good sports and pay for what we demand, yet at the same time be courageous enough to fight graft and inefficiency wherever we find it."

"But use a little common sense in this matter of finding fault. Be sure of your ground before you accuse an official, who may be doing his best." He urged farmers to praise officials who are doing well. —Philadelphia Public Ledger.

## DEPENDABLE SIRES PAY BEST

Methods of raising good calves that will develop well and show no signs of runtiness are given by a South Carolina livestock owner. The farmer advises:

1. Use purebred sires which have behind them an established record—no guesswork.

2. Use purebred milk cows which are bred for production and which have proper points, such as deep udder, well-spaced teats, broad flanks, deep abdomen, etc.

3. Feed only warm milk while calves are young. Gradually begin feeding proper grain after the second month. Do not allow them too much grass. Give plenty of pure water, and never allow exposure to rain or extreme cold wind.

## THE BALTIMORE MILK SITUATION

There will be no change in the price for milk during the month of May on the Baltimore market, either to the producer or to the consumer. The present price, thirty cents per gallon for 4% milk has been prevailing since February 1st, 1921.

There is, at the present time, the usual surplus which prevails during the month of May, but we have made arrangements with a wholesale dealer to take care of all unplaced milk at the regular surplus price, the dealers caring for the increased shipments of their regular shippers, and at their receiving stations.

The average butterfat tests of milk coming on the Baltimore market is about 4.1%. During the fall months the tests generally run higher, while during the flush season the average will not be much over 4%.

The testing is done by an independent laboratory and a report of the average test of each shipper is made in triplicate one report going to the dealer, one to the producer and one to this office. About 5,000 tests are made monthly. This arrangement has been perfectly satisfactory, both to the producer and to the dealer.

The Baltimore Dairy Council is giving demonstrations in various parts of the city showing the food value of milk, and with the help of the lady demonstration agents of the State, have given a series of lectures in the different schools. This has resulted in materially increasing the consumption of milk in this city.

D. G. HARRY,  
President.

## GROVE CITY FARMERS AID IN TUBERCULOSIS ERADICATION

The community of Grove City, Pa., where the Dairy Division of the United States Department of Agriculture is carrying on community extension work, is active in tuberculosis eradication. The owners of several hundred herds, signed requests to have their herds tested and accredited; in fact it appears that practically all of the patrons of the Grove City creamery soon will have their animals tested. This work originated with the bull associations operating in that vicinity; but it now extends throughout the county, and even to the two adjoining counties.

An interesting feature of the situation is the springing up of the Grove City Accredited Dairy Cattle Show and Sales Association, composed of owners of accredited herds who wish to take advantage of the fact that all their herds are clean, to co-operate in improvement, and sell all their stock on that basis. One member who has a clean herd says, that after his herd was tested he sold some cows for \$300 each, which, previously, he would have parted with for half that amount. He had actually offered them for \$150 prior to the test.

## RAINY DAY WORK

Clean up the barn; repair harness and farm machinery; clean up the cow stables, brush away all cobwebs; they harbor dirt and dust, important sources of bacteria; spray with a disinfectant, white wash indoors. Get ready for those busy days when every hour of sunshine is needed for outdoor work.

Time spent in cleaning up on rainy days is time very profitably spent.

## NEWS OF THE LOCALS

A new local has been organized at Butztown, Northampton county, Pa. A meeting was held on April 9th, when the proposition of affiliating with the Inter-State Milk Producers Association was discussed. Addresses were made by Frederick Shangle, treasurer of the Inter-State Association and by various members.

Following the discussion it was decided to formally organize, and the following officers were elected: President, C. M. Ruth; Vice President, Wm. Shimer; Secretary, C. E. Kammerer, Treasurer, O. L. Frankfield.

In order to be better informed as to the work of the Inter-State Milk Producers Association, O. L. Frankfield was appointed a committee of one to attend the next meeting of the directors of the association.

The Iona Local, Lebanon county, Pa., at a meeting held on April 6th, elected the following officers to serve for the ensuing year: President, Christian Kreider; Vice President, Paul Horst; Secretary, F. E. Ferrister; Treasurer, John Ulrich.

Officers to serve for the ensuing year were elected by the Liedale Local, Lebanon county, Pa., on April 19, 1921. The following were chosen: President, Noah Huber; Vice President, Harry Phillips; Secretary, J. B. Batdorf; Treasurer, Peter Burgner.

## GARLICKY MILK—GRASSY MILK

Two very objectionable odors. Consumers won't buy or use milk that carries these odors. Dealers are therefore becoming more and more insistent in their refusals to accept milk that carries these odors.

It is the duty of the milk producer to supply the right kind of milk. It's his own loss if he persists in sending milk with objectionable odors to the market. "Providing dirty milk, milk with objectionable odors or poor milk will stop the consumption of milk by consumers, and educational campaigns under way to increase the use of milk will be of no avail. If we do not supply a desirable article, we will be killing our own market."

A little care in pasturing methods, early in the season, a little care in feeding and milking, will keep these objectionable odors out of the milk.

## FIELD MEN ACTICE

The Inter-State Milk Producers Association will, during May, have its field man, Mr. Newton S. Gottshall, spend his time in visiting organized territory, calling upon farmers not already members of the "association" and soliciting their membership. "This plan" will aid existing locals in building up to 100% strength, which is necessary for the success of any co-operative movement. Our members should give Mr. Gottshall as much aid as possible in this undertaking, which we hope to extend to all sections of the territory.

## GIVE THE DAIRY COW, SALT

Salt is required by all animals. The dairy cow requires an ounce or more a day, and while she should be given all she needs, she should not be forced to take more than she wants. It is best to place rock salt in boxes in the yard where she can lick it at will.

## LATEST MARKET PRICES

### April Milk Prices

The Basic and Surplus Plan of Purchasing milk in the Philadelphia territory again became effective with January. Under this plan the average quantity of milk shipped during October, November and December, 1920, is taken as the "basic quantity" and is paid for at the basic price named. All milk in excess of the basic quantity will be paid for on the basis of 92 score solid packed creamery butter New York City, plus 20 per cent.

Producers changing from one buyer to another after January 1st, are considered as having forfeited their basic standard and when taken on by other buyers are rated at a 50 per cent. basic and 50 per cent. surplus basis.

Prices subject to change whenever warranted by market conditions.

From these prices one cent per 46 quarts (or one cent per 100 pounds) is to be deducted by the buyer, which together with one cent per 46 quarts, contributed by the buyer, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Basic Price Price for all milk above the basic quantity

Test Per Cent. 100 lbs. Basic Price Price per quart

3.1 \$3.28 7.1 5.3  
3.2 3.32 7.2 5.2  
3.3 3.36 7.3 5.1  
3.4 3.40 7.4 5.4  
3.5 3.44 7.5 5.5  
3.6 3.48 7.6 5.6  
3.7 3.52 7.7 5.7  
3.8 3.56 7.8 5.8  
3.9 3.60 7.9 5.9  
4.0 3.64 8.0 6.1  
4.1 3.68 8.1 6.2  
4.2 3.72 8.2 6.3  
4.3 3.76 8.3 6.4  
4.4 3.80 8.4 6.5  
4.5 3.84 8.5 6.6  
4.6 3.88 8.6 6.7  
4.7 3.92 8.7 6.8  
4.8 3.96 8.8 6.9  
4.9 4.00 8.9 7.0  
5.0 4.04 9.0 7.1

When the milk is not tested the price f. o. b. Philadelphia is 8 cents per quart

### RECEIVING STATION PRICES

Less Freight and Receiving Station Charges From this date quotations will include a deduction of one cent per 100 pounds which amount, together with one cent per 100 pounds, contributed by the buyer, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of conducting a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

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4.0 3.64 8.0 6.1  
4.1 3.68 8.1 6.2  
4.2 3.72 8.2 6.3  
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4.8 3.96 8.8 6.9  
4.9 4.00 8.9 7.0  
5.0 4.04 9.0 7.1

### RECEIVING STATION BASIC PRICES

FOR MAY

Less Freight and Receiving Station Charges

Freight Rates Basic Quantity

46 qts. 11397.01 price

plus 4% war tax 8%

Miles plus 4% war tax 8%

1 to 10 incl. 27 \$2.77

11 to 20 " 28 2.75

21 to 30 " 30 2.73

31 to 40 " 32 2.72

41 to 50 " 34 2.70

51 to 60 " 35 2.68

61 to 70 " 36 2.67

71 to 80 " 38 2.66

81 to 90 " 39 2.64

91 to 100 " 40 2.63

101 to 110 " 41 2.62

111 to 120 " 42 2.61

121 to 130 " 44 2.60

131 to 140 " 46 2.57

141 to 150 " 48 2.56

151 to 160 " 48 2.55

161 to 170 " 48 2.55

171 to 180 " 50 2.54

181 to 190 " 50 2.53

191 to 200 " 52 2.52

201 to 210 " 53 2.51

211 to 220 " 54 2.50

221 to 230 " 55 2.49

231 to 240 " 56 2.48

241 to 250 " 56 2.47

251 to 260 " 57 2.46

261 to 270 " 57 2.46

271 to 280 " 59 2.45

281 to 290 " 60 2.44

291 to 300 " 61 2.43

### SURPLUS BASIS PRICES

4 per cent. milk at all receiving points

First half Average

1920 per month per month

January \$3.12 \$3.12

February 3.13 3.13

March 3.14 3.19

April 3.18 3.45

May 3.09 3.09

June 2.71 2.76

July 2.76 2.76

August 2.64 2.64

September 2.78 2.81

1921

January 2.61 2.53

February 2.17 2.24

March 2.42 2.33

April 2.35 2.33

These prices are based on 120 per cent. of the average monthly or semi-monthly price of solid packed 92 score creamery butter New York City. In June and July an increase of 10 per cent., and in August an increase of 5 per cent. in the basic quantity of milk shipped is allowed.

### MONTHLY PRICES OF GRADE B OR

MARKET MILK

F. O. B. Philadelphia and at receiving stations in the 50 mile zone at 3 per cent. butterfat. Four-tenths of a cent being added or deducted for each one-tenth per cent. fat above or below 3 per cent.

Receiving station 50 mile zone per cwt

1920

January 8.1 3.21

February 8.1 3.21

March 8.1 3.21

April 8.1 3.21

May 8.1 3.21

June 8.1 3.21

July 8.1 3.21

August 9.1 3.67

September 9.1 3.61

October 9.1 3.61

November 9.1 3.61

December 7.1 2.68

1921

January 7.1 2.68

February 7.1 2.68

March 7.1 2.68

April 7.1 2.68

### CURRENT RETAIL MILK PRICES

Standardized and bottled

Subject to Board of Health Regulations

Grade B or Market Milk

Quarts Pints

Philadelphia 13 9

New York 00 0

Baltimore 14 8 1/2

Pittsburgh 14 8 1/2

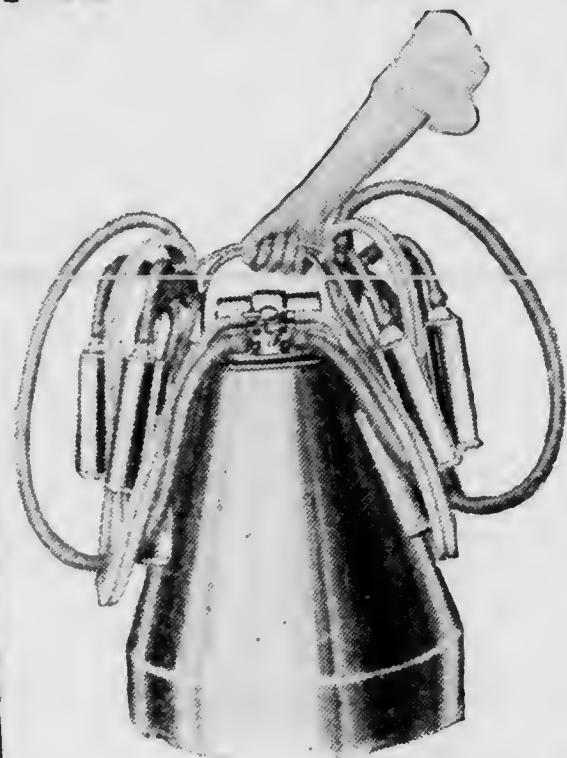
### APRIL BUTTER PRICES

92 score solid packed creamery butter

New York Phila. Chicago



## The NU-WAY Sanitary Milker



To thoroughly realize the truth of our statements it is necessary to see and examine the Nu-Way Milker, or better still, to see it in actual operation on the cows. The simplicity of the machine throughout; the regular, gentle action of alternately milking two teats at a time; the unbreakable glass showing the milk flow at each teat cup; the ability to quickly cleanse and sterilize every part coming in contact with the milk; the use of the finest materials known in the construction of milking machines—these and other equally important features, most of which are exclusive, are what make the Nu-Way the most talked-of milking machine on the market today.

If you have a dairy of six cows let us send our descriptive catalogue, also the name of the nearest Nu-Way user. This will not entail the slightest obligation to buy.

### STANDARD SUPPLY COMPANY

WEST CHESTER, PA.

General distributors for

### Nu-Way Sanitary Milkers

in Pennsylvania, New Jersey, Maryland and Delaware

Both Phones



**956-TESTS prove UNION GRAINS the same the year round**

WE HAVE always claimed Union Grains to be uniform in the proportion of its ingredients. We knew this because of our careful preparation and thorough mixing, and because the tests which we make from time to time have proven that each sack is the same as every other.

However, so that we might offer even more convincing proof to dairymen, we have tabulated and averaged the official analyses of Union Grains made by the different State Departments of Agriculture since 1912. The results tell their own story. 340 samples analyzed for protein show an average of 24.74% (Our claim, 24%). 325 samples analyzed for fat, 6.63% (Our claim, 5%). 291 samples analyzed for fibre, 9.55% (Our claim, 10%). These figures prove conclusively that Union Grains is always the same—that it is a feed you can depend on at all times. And uniform feed means uniform returns from your stock. Try it and see.

Union Grains is made by the manufacturers of Ubiko Stock Feed, Ubiko Buttermilk Egg Mash, Ubiko Buttermilk Growing Mash and Ubiko Pig Meal.

THE UBIKO MILLING CO. Dept. I CINCINNATI, OHIO



LET US DESIGN YOUR STATIONERY



**HORACE F. TEMPLE**  
PRINTER

BELL PHONE NO. 1 WEST CHESTER, PA.

## MILKING TIME

By A. L. HAECKER

To the average farm boy, the words "milking time" do not have a very agreeable sound. Milking time—it seemed to come just when we were having the most fun; like the sound of the school bell at recess, it was anything but welcome. In the early winter morning the alarm clock was tuned to the hour of milking time; and the hardest thing of the whole day was to jump out of bed, hustle into clothes, and run down to a cold and ill-smelling stable.

It is pleasant to know that milking time to many boys of today is not nearly so disagreeable as it was years ago; but there still is need for improvement and the industry certainly warrants and can well afford agreeable surroundings for the milker as well as for the cow.

The job of milking is some chore when we consider that there are twenty-four million dairy cows in the United States that have to be milked from one to four times a day according to their production. During the past few years the milking machine has made rapid progress; and with a large number of good makes on the market and many thousands being successfully operated, we are extremely hopeful of getting relief from this source. In a recent conversation with a prominent dairy farmer from New Zealand, I was surprised to learn that the bulk of the milking in the country of New Zealand is now done with the machine. Of course this means large, well equipped dairies and more interest in the business.

The greatness of the dairy industry is more appreciated now than for several years past. Dairying actually shows a gain during the past year of several hundred million dollars, while most of the other farm branches show losses into the billions. This can easily be accounted for when we consider that the dairy cow is the most economical animal on the farm in her use of food; also that the business of dairying requires such qualities as industry, thrift and perseverance which are too often shunned by the man who seeks the easier rather than the better way. Crop growing is not hard; it has its seasons of work and long seasons of practical idleness; but the man who succeeds in the dairy business must reckon with 365 days of work in the year. This has prevented the business from being overcrowded, and competition is less keen.

We cannot get away from milking time. We can, however, make this task more pleasant and agreeable. We can put more windows into the barn; let in the light—nature's disinfectant and messenger of cheer—let in fresh air through ventilators, and prepare a sanitary place for the cows. Cement floors are easy to lay; good sanitary drainage and comfortable stalls for the animals can be purchased; we can provide drinking cups and tanks where heat is supplied; the barn can be fixed up so the chores may be done easily and quickly, and then milking time will have lost its disagreeable features.

There are many good things which come with improved barn equipment. Many ilder blenishes are prevented; a healthier herd is obtained, and the dreaded TB has little opportunity to spread. A good looking place for the stock means better sales. I have often paid a higher price for a cow that was

clean and standing in a light, comfortable stall than if the same animal had been in a dark, dirty barn. Better records can be made, for with comfort the animal will produce her maximum. Improvements of this kind save feed, bedding, time, and, most of all, the patience of the worker. Efficiency can be attained only by joy in the work, and joy, applied to the dairy, can be obtained only where conveniences and improvements make the work a pleasure.

Much thought is now being given to the farm boy, and no better subject can be considered. Great concern is shown over the fact that the boys are leaving the farm. Get the boy interested in the farm, and he will wish to stay there. Make the work agreeable and interest him in making improvements. New things appeal to a boy more keenly than to a man. Men often are too slow in adopting changes, even when unquestionably to better things.

We cannot expect to make a milking time sound like the call to dinner or the Fourth of July, but we can do a great deal to remove many of the disagreeable thoughts which are apt to come with this well known call.

### LAW SENT TO CREAMERIES

Heads of twenty-eight creameries operating in Pennsylvania have been sent certified copies of the act recently signed by the Governor establishing a standard for butter in Pennsylvania in accord with that of the United States Government. The new law is aimed at persons who have been selling "watered" butter or that which contains an abnormal amount of water. The new law fixes 16 per cent. as the water limit and also forbids addition of starch or foreign fat substances which would be injurious.

### FLY TIME

The season for this pest is upon us. It is important that ever breeding place for flies be eliminated. The manure pile is a fly incubator. Time spent now in cleaning up breeding places for flies is time very profitably spent.

Low places about the barn and in the barn yard should be drained or filled in. If possible, keep manure away from the barn and cow stalls. Destroy every possible breeding place and your troubles with flies will be greatly eliminated.

Much complaint has been entered of late against the profiteer and speculator. It is generally agreed that they have no place in our economic system as they do not contribute to the building of our country. While we agree on this there seems to be a disagreement regarding the keeping of poor cows. Just why should any person keep cows that do not return their cost of feed? Who forces farmers owning such cows to keep them? —Exchange.

### MORE CO-OPERATIVES ORGANIZED BY FARMERS OF PENNSYLVANIA

During the past winter, numerous groups of farmers have organized under the co-operative law of 1919 for the sale of farm products and the purchase of farm supplies.

Growers in the vicinity of North East are preparing to sell grapes in this manner and strawberry producers at Luthersburg are expecting to handle their crop in the same way. Groups at Mill Hall, Meadville, Saegerstown, McClure, Shipensburg, and Newville have organized chiefly for the purpose of farm supplies.

## INTERSTATE DAIRY COUNCIL

Definite results of the educational and advertising campaign of the Philadelphia Inter-State Dairy Council are beginning to be noticeable. Co-operation on the part of departments of education and boards of health as well as other organizations has been effective.

Dr. Walter S. Cornell, Director of Medical Inspection of the Philadelphia Department of Education says, in reference to nutrition classes, in a recent issue of the "News Letter":

"Malnutrition is the most important of all physical defects. The nutrition of the young child determines largely his growth, posture, condition of his nervous system, quality of his teeth, condition of his nasal passages, susceptibility to tuberculosis, predisposition to skin diseases and his mental vigor. It is evident that if we can prevent malnutrition in young children, we will encounter fewer physical defects in these children in later life.

The nutritional condition depends principally on health habits—rest, fresh air, food and exercise. Simple to state, like the Ten Commandments, but also similarly not so easy to keep. It is evident that while bad heredity may adversely effect a child, and accompanying physical defects may require the services of a physician, the problem of malnutrition must be attacked by teaching the child proper health habits, by teaching the mother also, and by seeing that mother and child actually practice according to instructions. No physician in the world can cure a mal-nourished child, who is out at the movies every night, who is suffering under constant nervous strain from worry, or who is constantly overworked.

There are at least ten thousand markedly mal-nourished children in our school population of two hundred and fifty thousand. Our recent weightings in the Campbell School showed fourteen per cent to be at least ten per cent. underweight. At the Elkin, Sheppard, and Hallowell Schools, conditions were still worse—about eighteen per cent. being in this group. In these latter schools only children who are at least thirteen per cent. underweight have been taken in the nutrition classes, and these have constituted seven per cent. of the population. It is evident that the present industrial depression has had its effect on the health of the juvenile population.

Space forbids a description of the conduct of the nutrition classes further than to say that the children are weighed weekly, and weights formally recorded monthly. Every child drinks from a pint to a quart of milk daily. The mothers are reached through home visits, and the majority of the mothers (even some fathers) come to the weekly meetings of the classes. The gains in weight have been remarkable. At last we are able to compete with the farmer and the fruit grower in raising first class material. Just the application, but nevertheless the strict application of the few but essential rules of health.

Classes now exist in the following schools: Elkin, Sheppard, Hallowell, H. A. Brown, Stowe, Northwest, Madison, Campbell, and Meredith. A limited number of other classes will be established, determined by the size of our milk fund (which is now about ten thousand dollars per year through the generosity of the Philadelphia Inter-State



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Dairy Council) and the provision of nutrition workers by our own Health Fund, the Philadelphia Health Council, Junior Red Cross, Child Federation and the Home Economics Division of State College. In addition to these classes, children from the Durham School go to a class at the Douglass Hospital, from the Wharton School to a class at the Jefferson Hospital, and children from schools near Eighth and Girard Avenue to a class at the Children's Homeopathic Hospital."

In addition to this work in nutrition, the Council furnishes the following statistics in connection with the "Milk Fairy Play."

Up to May 1st, 1921, thirty-one performances have been given in and around Philadelphia, including Trenton, N. J., Coatesville and West Chester, Pa. These plays were attended by 17,745 children and 5,316 adults, largely members of the "parent associations." This work is going forward very rapidly and the number of plays and the field will be constantly widened until the close of the school terms.

Miss E. Louise Johnson, head nurse of the Philadelphia Public School System, says:

"Milk diets given to under-weight children in the public schools are working wonderful results."

"This new plan is being tried out in seventeen classes in nine schools," Miss Johnson said. "All of the children that are more than 13 per cent. under-weight are given one pint of milk each day. They are also taught the difference in food values."

"Cereals and strengthening foods are recommended to them, and they are, of course, given the pint of milk free. Those who do not have enough money to buy milk can get it through several organizations co-operating with us. Children are encouraged to eliminate tea and coffee from their diet and drink more milk. This is non-compulsory, together with the idea of remedying defects in children, such as bad teeth, flat chests and other minor defects."

"Among the organizations co-operating with the school system are the Junior Red Cross, Philadelphia Health Council,

Inter-State Dairy Council, and the Public School Health Fund.

"If we only had more money we could increase our classes," she said.

The schools where the diet classes are held are Elkin School, D and Clearfield Sts.; Hallowell School, Twenty-third below Pine St.; Madison School, New Market and Green Sts.; Durham School, Sixteenth and Lombard Sts.; Stowe School, Seventieth St. and Woodland Ave.; Campbell School, Eighth and Fitzwater Sts.; Meredith School, Fifth above Fitzwater St., and the H. A. Brown School, Sergeant and Jasper Sts.

In addition to work of this character the Dairy Council has several motion picture reels illustrating the value of milk as a food, showing in various motion picture houses and has additional films in contemplation.

Persistent action along these lines is certain to produce results, but we cannot expect to have definite gains in general consumption of milk and milk products except by continued advertising and continuous aggressive publicity work.



## FEED UP!

EVERY dairyman knows that he must feed proportionately for the light summer period, as well as in the heavy winter months, if he wants a large flow of milk from his herd when he can sell it at a good price.

Here is the way it works out:

Suppose your price for milk is \$1.90—with an almost certain prospect of being lower when grass comes, and pastures are good.

Now, if you feed Buffalo Corn Gluten Feed mixture at a cost of about \$30.00, you can produce at least \$130.00 worth of milk from your good milkers.

If your milk price goes down—say to \$1.20—you can still get \$84.00 from the same cows and the same amount of feed.

It has been proven that if you do not feed in the summer your cows will shrink after the first flush of grass. You will not only lose the profit you might have had from them by proper feeding, but, on account of their poorer condition, your herd will not produce as much milk, when you start heavy feeding again.

These are facts that should make every dairyman consider seriously his feeding problem, on a basis of cost and return, during the grass months now coming in. And then order Buffalo Corn Gluten Feed for your herd.

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**FREE** Write for full information giving the correct mixture for feeding Buffalo Corn Gluten Feed. If your dealer cannot supply you with Buffalo Corn Gluten Feed tell us who and where he is. Write today to Corn Products Refining Company, Feed Department, 17 Battery Place, New York.

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When you build a new silo or rebuild your old one, make it a Crane—the strongest as well as handsomest silo made.

Its three-wall construction gives perfect silage protection. Outside the wall of upright staves is an air-tight, water-proof, frost-defying inner wall of Silafelt. Outside of both is the spiral Crainlox covering, of giant strength—no hoops, no lugs, no weak spots, no repairs, but permanent protection for every inch of wall.

By rebuilding your old stave silo into a Crane, you save half the cost of a new silo. Ask us to tell you how. Literature and terms on request.

Write also for agency proposition.

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A battery recharged here is one charged properly—for it is constantly under competent observation when it is "on the line" and exacting care is taken to prevent overcharging or any other injury.

Your battery lasts longest when we handle it.

OUR SERVICE is unbiased and dependable.

**Pusey & Young Storage Battery Station**  
WEST CHESTER, PA. COATESVILLE, PA.

**Milk For Health**

## SILO CREDITS

Farm accounts bring to light the financial value of the silo. The recent interest in farm bookkeeping is proving of great help in finding true values of crops and farm equipment. The economic worth of the silo is demonstrated beyond question by the keeping of records, and many men are surprised when they figure up at the end of the year and find its utility two or three times greater than they expected. Perhaps this is one reason why the silo has come so slowly into general use. Many years ago we found it at nearly all our Experiment Stations, and feeding tests proved that it was of great value in the economical production of stock and stock products. This information was given out in bulletin, pamphlet, and verbally; but for some reason it was not generally accepted. The average stock-keeper looked upon the silo as a luxury, as something that belonged only with an Experiment Station or on a millionaire's farm; and so it was passed up and for many years those who needed the silo most lacked its saving benefits.

Some recent feeding tests have shown the silo to have even greater value than it was supposed to possess. Reviewing the experiments where steers were fed silage, compared with other dry foods, the silage added a money value to the steers of from four to sixteen dollars per head, the variation being caused by the individual merit of the animal and the length of feeding period and price of rations. With other farm animals equal values were found. In milk and butterfat production the saving on a pound of butterfat ranged from six to twenty cents, and on one hundred pounds of milk, from twenty-five to fifty cents.

The big corn crop produced last year will provide ample feed for all our stock; but the price has so fallen that the grower of corn is greatly discouraged. If more of this corn were put in the silo, the corn which was grown for market would find a much better sale. Tons distant from the railroad, there is talk of using the corn for fuel. Let us hope that this will not be done. There would be no need for this misuse if the grower would put more of his corn in the silo and market his crop to a higher priced commodity, easily transported and always commanding a market.

We must give the silo credit for many other savings beside saving on the feed bill. It stands ever ready to save a crop threatened by frost, hail or drought. It saves labor, especially at feeding time; it insures the corn crop and makes possible the marketing at full value of all the crop grown. The old way of husking corn and leaving the stalks standing in the field is extremely wasteful. Nearly half of the crop is thrown away, since nearly forty per cent. of the nutriment of the plant is in the stalk and leaves.

We must give the silo credit for profitable winter dairying. The succulent nourishing silage fed to our cows in winter time takes the place of grass. It stimulates the volume of production, and also makes for cheaper production. The silo is the answer to the complaint heard on every hand of cheap corn. A good corn crop put in the silo will double and triple the sale value of the crop. In many tests it has proven to be worth four times the value of the crop in the open market. Farm accounts have proven the silo of great worth; and anyone who doubts the merit of

this equipment needs only to investigate the thousands of records now available. Stock keepers make a serious mistake if they do not investigate the credits of the silo.

## CANAL ZONE DAIRY FARM

By Eugene B. Bennett

The accompanying illustration, taken in the canal zone, shows a part of the dairy barn, silos and milk house of the dairy farm of the Government Commissary in the Zone. A reproduction of the herd bull is also shown.



This farm produces a large amount of milk used in the commissary restaurants at Colon and Cristobal. It has an entire Holstein herd, mostly pure bred, all are from tuberculin free accredited herds in Michigan.



These cattle are always out of doors, except while being milked and fed. The stables are most sanitary with cement floors and walls with large open spaces on the sides, covered with mosquito netting. The cows on this farm produce on the average, four gallons of milk a day, with an average butterfat content of 3.8 per cent.

## LIVE-STOCK SURVEY STARTS CAMPAIGN FOR PUREBREDS

A variety of methods are being employed to carry on the better-sires campaign which the United States Department of Agriculture has been vigorously promoting in all parts of the country. In Steuben county, Ind., a live-stock survey was taken as the first step in this campaign. Under the leadership of T. A. Parker, the county agent, the county was partially organized by sections and returns were secured from 600 farms, representing one-half of the total number in the area. As the reports were made from farms in all parts of the county, the percentages may be taken as an average.

The figures show that of the bulls kept 27 per cent. were purebreds, 33 per cent. grades, and 40 per cent. scrubs; of the grades kept 26 per cent. were purebreds, 30 per cent. grades, and 44 per cent. scrubs; and of the rams 46 per cent. were purebreds, 36 per cent. grades, and 22 per cent. scrubs. Twenty-three per cent. of the poultry was of pure breeding, the remainder being mixed stock. With these figures at hand the general live-stock association of the county began a purebred sires campaign, holding local meetings at which talks, showing the value of purebred sires, were given.

## WATCH THE QUALITY OF YOUR MILK

The advertising campaign, looking toward the greater consumption of milk and milk products is being actively promoted, particularly along educational lines. The Inter-State Dairy Council is doing good work. Its efforts can not be measured in dollars and cents at this time, but the results of its work along educational and nutrition lines has been highly successful.

The collection of information and data in our own territory will give us a foundation on which to build future work. The promotion of a greater milk consumption is not a matter of a few weeks or a few months work, but a matter of years of development. We are building a strong foundation on which to erect a better and stronger people, as well as a bigger and better industry, of vital interest to human welfare and the dairy industry in general.

The producer must not forget that he has a duty to perform in this work. To induce a greater consumption of milk, to advertise milk, it is necessary to produce milk which will attract the consumer. Advertising will not sell milk if the quality is not right. Clean milk, pure milk is absolutely necessary for the success of the campaign.

Do the citrus fruit or the apple growers, after expensive advertising, endeavor to dispose of his culls and second grades as standard fruit? No, only the best grades are selected and advertised.

It therefore behooves the dairy farmer to exercise the same care in offering his milk to the consumer. The force of advertising is lost if inferior milk is offered. See to it that your milk is good clean and sweet and you will be greatly aiding the efforts of the Dairy Council in promoting its use.

## STANDARDIZED PRODUCTS BRING BETTER PRICES

Without uniform standards for farm produce there is no recognized basis for the business of buying and selling, says the Bureau of Markets, United States Department of Agriculture. Standardization of products gives seller and purchaser a common language and a set quality upon which prices may be compared and fixed. Experience has shown that the products which are sold by grade find better market, bring better prices, and can be handled at less expense than those sold without reference to standards. Standards have already been fixed for many farm commodities, such as American Upland cotton, shelled corn, wheat, oats, and for small fruit containers. These Federal standards apply only when the product is intended for inter-state or foreign commerce. It is highly important to secure State cooperation so that the provisions that apply to a few products will apply to all that are offered for sale.

Get busy with the spring clean up. Clean up your cow stables, barns, chicken houses, hog pens, and all the farm buildings. Fly time is drawing near—keep down the dirt and it will lessen your troubles.

Whitewash your stables, your pens, and your buildings. Clean stables and milk houses to keep down bacteria. Bacteria sours milk. Cleanliness means money in your pocket. Get busy.



"The milker saves two hired men. We are saving \$150 a month now." —ED. GRIESEMER.

## How Much Would Perfection Save You?

MANY Perfection owners save enough in a year to pay for several first class dairy cows. Most owners save enough on wages in less than a year to pay for their machines. Wouldn't you be interested in knowing how much Perfection would save you?

One man with a Perfection does the work of three hand milkers. With the Perfection you can easily milk 24 to 30 cows in an hour. How many men do you use in milking

and what's your hourly average? Take your pencil and figure out the time and wages Perfection would save you in a year. Worth while isn't it? You are paying for a Perfection right along—why not have it?

Best of all, cows like the Perfection and users will tell you it has increased the milk flow in their herds. Cows can't distinguish the natural and gentle actions of the Perfection from that of the calf.

## Find Out More About Perfection

Write for your free copy of, "What the Dairyman Wants to Know." It answers every question about milking machines. Why Milk By Hand? It's wasted energy.

## Perfection Manufacturing Company

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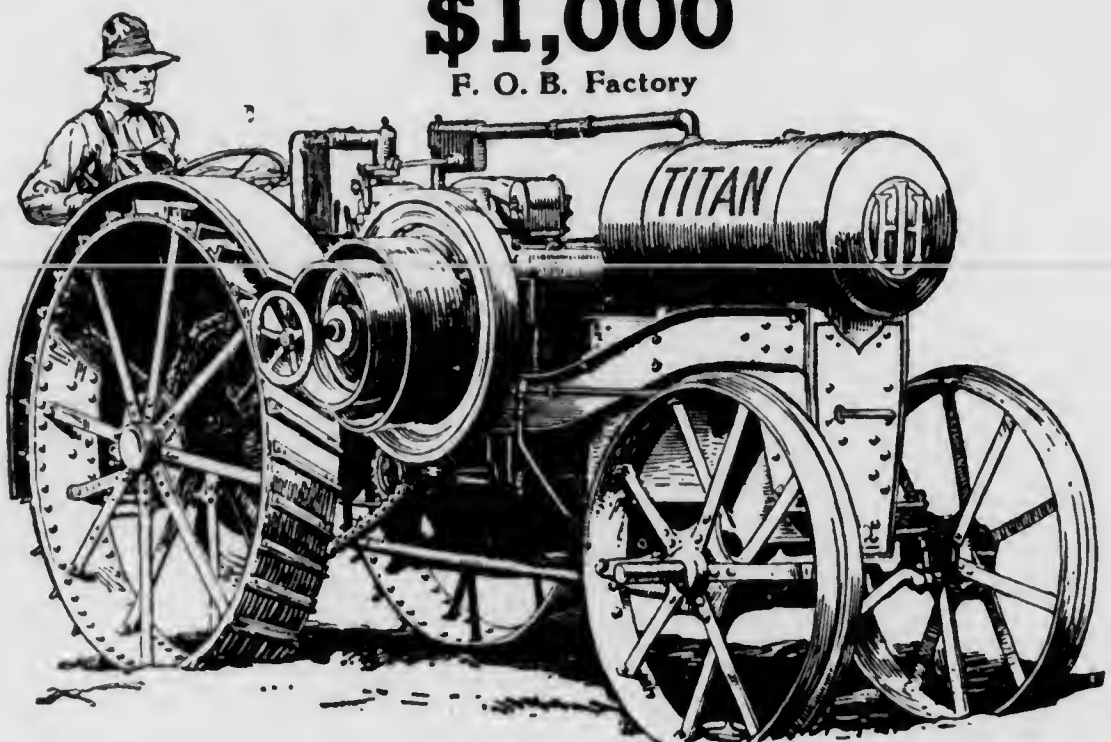


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This price includes all of the following equipment: extension angle lugs, fenders, platform, angle lugs, throttle governor, friction clutch pulley, wide range adjustable drawbar and water air cleaner.

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International 8-16 - \$1,000  
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Prices have also been reduced on chilled plows, tractor plows, cream separators, kerosene engines, feed grinders, seeding machines, International threshers, wagons, hay presses and on a number of other lines which your dealer can give you full information.

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Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

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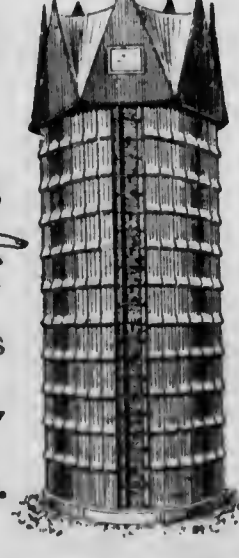
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### AVONDALE-WEST GROVE ASSOCIATION

Thomas C. Y. Ford, Tester

The leading cow for the eight months of the association year was a grade Durham with 7047 pounds of milk and 337.8 pounds of butterfat. She is owned by James Barrow, Landenberg, Pa. This cow freshened July, 1920.

Changes were made in rations by several members of the association during the month. One was from silage to beet pulp. No decrease in milk production was noted in this case.

Seventeen herds were tested during April in this association; 236 cows were in milk and 24 dry. Three unprofitable cows were sold. Number of cows producing over 40 pounds fat, 20; over 50 pounds, 3; twenty-four cows produced over 1000 pounds of milk.

#### Ten Highest Producing Cows in Butterfat for Month

Ten Highest Producing Cows							
Owner	Name of cow	Breed	Mar.	1931	%	55.3	
	8	Hol.	Fresh	Milk	Lbs.	Butterfat	
Arthur Townsend				1777	4.2	50.6	
Edgar Haines	Ruth	Guer.	Mar.	1220	4.1	50.0	
Edgar Haines	Bonnie	Guer.	Feb.	921	5.4	49.7	
Edgar Haines	Amy	Guer.	Jan.	1216	4.0	48.6	
B. F. Hickey	Polly	Hol.	Dec.	780	5.9	46.0	
Jesse Cloud	Julia	Guer.	Jan.	969	4.6	44.5	
Edgar Haines	Bobbie	Guer.	Mar.	1103	4.0	44.1	
D. D. Bettinger	11	Guer.	Feb.	1046	4.2	43.9	
Jesse Cloud	Granny	Guer.	Jan.	1061	4.1	43.5	
Arthur Townsend	7	Hol.	Feb.				

#### REPORT OF WEST CHESTER COW TESTING ASSOCIATION

Allen Goodman, Tester

Number of herds tested during April, 18; cows in milk, 413; dry, 72; cows on official test, 13; number of separators tested, 1; number of cows sold, profitable, 4; cows producing over 1000 lbs. milk, 56; over 1200 lbs. milk, 65. Ten highest producing cows in butterfat for month as follows:

Owner	Breed	Lbs. milk	% fat	Lbs. butterfat
Westtown School	Gr. Holstein	2481	3.4	84.4
Westtown School	Gr. Holstein	2373	3.0	71.2
Westtown School	Ayrshire	1512	4.3	65.0
Howard Parker	Gr. Holstein	1389	4.5	62.5
Howard Parker	Gr. Holstein	1527	4.0	61.0
Edgar Powell	Gr. Holstein	1692	3.6	60.9
George Forsythe	Holstein	1530	3.9	59.7
Howard Parker	Gr. Holstein	1691	3.6	59.1
Westtown School	Gr. Holstein	1770	3.3	58.4
Howard Parker	Gr. Holstein	1485	3.8	56.4

#### LEBANON VALLEY COW TESTING ASSOCIATION

Paul S. Bupp, Tester

Thirty herds were tested during April, with 275 cows in milk and 48 dry. Three cows were on official test. Three separators were tested; one profitable and three unprofitable cows were sold; cows producing over 40 pounds fat numbered 54; over 50 pounds fat, 18; cows producing over 1000 pounds milk, 72; over 1200 pounds, 42. The ten highest producing cows in butterfat for month:

42. The ten highest producing cows in Harry Forney		butterfat for month:			1798	5.0	89.9
	Mooie	Hol.	7		Lbs.	%	Lbs.
Owner	Name of cow	Breed of cow	Age Yrs.	Milk	Fat	Butterfat	
Frank Fernsler	Flossie	Hol.	7	2075	4.3	89.2	
Frank Fernsler	Wolfspring	Hol.	6	2345	3.5	82.1	
Elmer Bomberger	No. 2	Hol.	6	1965	4.1	80.6	
A. Grant Boger	No. 12	Hol.	7	1659	3.9	64.7	
Adam Wengert	Nick	G. H.	6	1176	5.3	62.3	
Caleb Light	No. 5	G. H.	5	1277	4.6	58.7	
David Snyder	Polly	G. H.	6	1659	3.5	58.1	
Marvin Bennetch	Tranquility	Hol.	3	1646	3.5	57.6	
Frank Reist	Nancy	G. D.	6	1525	3.6	54.9	

The two cows owned by Frank Fernsler, Flossie and Wolfspring, were on test but 26 days. The former milked on the average 79.8 pounds a day and the latter 50.2 pounds a day.

#### WESTFIELD COW TESTING ASSOCIATION

C. M. Jordan, Tester

The appended report shows the work of the Westfield Cow Testing Association. Twenty-six herds were tested with a total of 310 cows. Twenty-seven produced over 1000 pounds of milk and twenty-five over 40 pounds of fat. Ten highest producing cows in butterfat for month:

cows in butterfat for month.				Lbs.	%	Lbs.
Owner	Name of cow	Breed	Fresh	Milk	Fat	Butterfat
F. B. Wike	Leona	J.	Jan.	1467	4.7	68.9
Alford Bros.	Pauline	G. H.	Jan.	2153	3.3	71.0
Alford Bros.	Zeppy	G. H.	Nov.	1760	3.2	56.3
T. W. Houston	Kate	G. H.	Jan.	1358	3.8	51.6
J. B. Elder	Bessie	H.	Nov.	1305	3.9	50.9
T. W. Houston	Rossett	G. H.	Feb.	1026	4.7	48.2
J. W. Martin	Kate	J.	Nov.	831	5.6	46.5
Alford Bros.	Daisy	G. H.	Mar.	1317	3.6	47.4
Alford Bros.	Kulkin	G. H.	Sept.	1033	4.4	45.5
T. W. Houston	Lilly	G. H.	Dec.	1125	3.9	43.8

#### SEMI-OFFICIAL TESTING ASSOCIATION

Chester county has the honor of being the first county in Pennsylvania to have an organized association to do Advanced Registry testing. The following breeders have grouped together:

L. I. Wells, Spring City, Pa.—2 days testing; M. T. Phillips, Pomeroy, Pa.—4 days testing; Greystone Jersey Farm, West Chester, Pa.—2 days testing; A. W. Hoopes, West Chester, Pa.—2 days testing; E. Page Allinson, West Chester, Pa.—4 days testing; Westtown School, Westtown, Pa.—2 days testing; Delchester Farms, Edgemont, Pa.—4 days testing; Frank Keen, West Chester, Pa.—2 days testing.

The purpose of this association is to increase the interest in semi-official work and at the same time reduce expenses to individuals. Another organization will be formed in the latter part of the summer.

The following is the result of the seven day testing of the Holsteins in Chester county for March:

Owner	Class	Milk	% Fat	Lbs. Fat
E. Page Allinson, West Chester	Mature	478.0	4.022	19.224
E. Page Allinson, West Chester	Sr. 2	274.2	3.955	10.844
Chas. J. Garrett, West Chester	Sr. 2	285.3	3.723	10.623
Chas. J. Garrett, West Chester	Jr. 2	308.8	3.06	9.438
Chas. J. Garrett, West Chester	Jr. 2	330.2	3.17	10.483
Chas. J. Garrett, West Chester	Jr. 2	286.4	2.98	8.530
Chas. J. Garrett, West Chester	Jr. 2	373.8	3.24	12.095
Chas. J. Garrett, West Chester	Jr. 3	371.3	3.427	12.726
Chas. J. Garrett, West Chester	Mature	457.1	3.35	15.314
N. S. Grubbs, West Chester	Mature	475.5	3.53	16.785
C. R. Hill, West Chester	Jr. 3	530.1	3.223	17.375

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The cows that give the high priced milk

Federal Accredited Herd No. 8430

#### HERD SIRES

Laverna's Ultra May King  
24660 A. R.

Gerar Pearl's Royal 58411  
His four full sisters records  
average 739.91 lbs. butter fat

M. T. PHILLIPS

Pomeroy, Pa.

## Guernseys

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LANGWATER HERO  
No. 39634

Son of Langwater Heroine, A. R.  
record, 16221.1 lbs. milk, 805.64  
lbs. fat in Class D.

LANGWATER ROYAL  
25th, No. 63968

Son of Langwater Royal, the sire  
of three class leaders.

Use a Guernsey bull on your  
grade herd to raise the quality of  
your milk.

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Landenberg, Pa.

ACCREDITED HERD



### Crystal Farm

Home of

WINTERTHUR JOHANNA  
PRILLY SEGIS 206498

Seven A. R. O. Daughters

The best son of Sir Inka Prilly  
Segis from the best daughter of  
the 40 lb. bull Johanna King Segis.  
There is King Segis breeding  
transmitting good individuality  
and production.

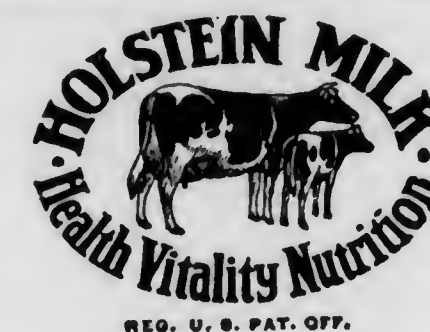
Approved Cows Taken for Service

Cows and Bulls for Sale

Charles J. Garrett

West Chester, Pa.

FEDERAL SUPERVISION



### Towns End Farms

Can supply your wants in bulls  
of serviceable age or bred heifers  
backed by yearly records.

Uncle Sam's Health Guarantee

and a double cross of the  
blood of the great  
King Segis

E. P. Allinson

WEST CHESTER, PA.

ACCREDITED HERD

## Jerseys

Financial Sensation  
153793

"The Best Bred Bull in  
the World"

Heads the Herd at

### Greystone Jersey Farm

West Chester, Pa.

The Greystone herd is one of  
the greatest Jersey herds in  
America and, in the line-breeding  
of the Financial King strain of  
Jerseys, are making great strides,  
both in type and production.

Tie up with the Greystone herd  
with a son of Financial Sensation,  
the \$60,000 sire.

## Jerseys

#### BULLS

A Few Choice  
Heifers

from

A. R. O. Cows

sired by

Financial Satin Noble

\$100 and Up

80 to Pick From

HIGHLAND FARMS

West Chester, Pa.

ACCREDITED HERD

## Ayrshires

### Delchester Farms

Tell us your wants and we can  
supply them at prices you can  
afford to pay.

Aged cows, bred to Glenury, an  
A. R. son of Finlayston.

Aged cows, bred to Renna's Baron  
of Highland, an outstanding son  
of Baron's Best of Bargenoch.

Heifers, bred to these two great  
sires.

Young heifers.

Bull calves.

All the above stock carries some  
of the best producing blood of the  
breed with A. R. ancestry on both  
sides.

Herd free from tuberculosis

### Delchester Farms

THOMAS W. CLARK, Supt.

Edgemont, Del. Co., Pa.

## Ayrshires

CONSTITUTION QUANTITY  
CONFORMATION QUALITY

Stock of All Ages

Male and Female  
for Sale

Prices and Pedigrees  
on Application

Dr. E. C. DEUBLER

Berwyn, Pa.

ACCREDITED HERD



## Dairymen Note This!

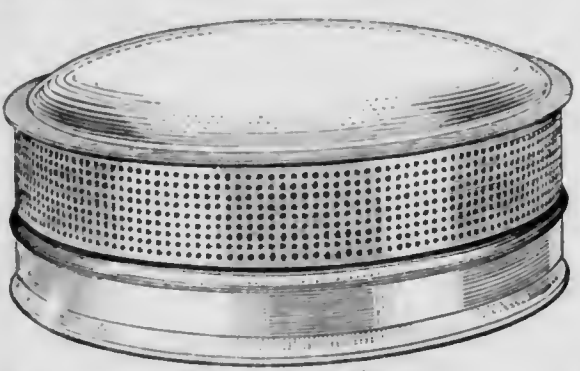
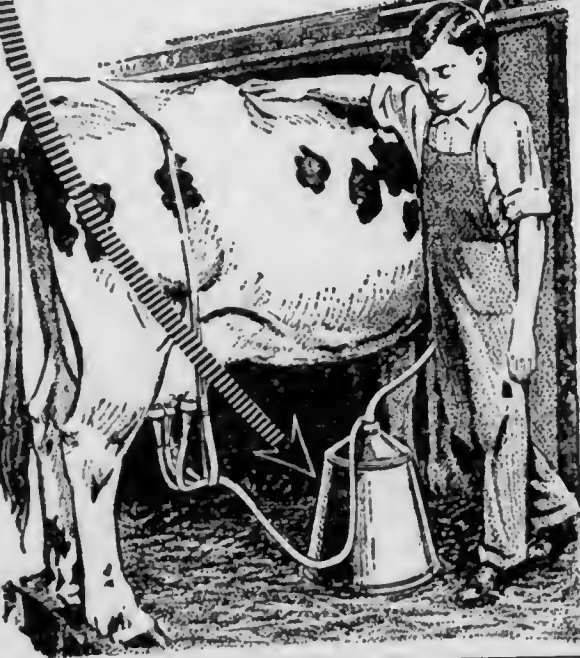
This is the local agency for the well-known Hinman Milker—prepared to make an estimate on your needs, to properly install your equipment, to make sure that everything is satisfactory, to render any service you desire at any time.

## HINMAN MILKER

The simplest of all milkers. Proved by 10 years experience and thousands upon thousands of users to be the most efficient and economical of all milkers. Sure, safe, a great time and labor saver and a benefit to the cows. Boys and girls can and do easily operate it. Does the work of 3 men and does it better!

Call and see it. Or write for big, fine, free catalog.

J. H. HICKS, Avondale, Pa.  
Phone 109R2 West Grove, Pa.



Patent applied for

BARNETT'S  
New Ventilated Cover

It is the best milk that is always in demand. Keep your milk clean and pure by using Barnett's New Ventilated Cover. Soon the flies and various insects will be with us again. Be prepared to guard your milk.

Made in all needed sizes.

Write for literature, prices and names of dealers who carry covers in stock.

Manufactured exclusively by

**BARNETT & VOIGT**

Address all correspondence to

G. W. K. VOIGT

708 Finance Bldg, Philadelphia

## "LEST WE FORGET"

If we would drink more milk  
And less coffee  
and tea,  
A healthier nation  
we would be.

**Green Mountain SILOS**

**STABILITY COUNTS**

Your Green Mountain Silo, with the popular hip roof, will never need an apology. It is built to stand up permanently—just as any other farm building is expected to do. Every groove and joint is made to fit tight—both for permanence and silage protection. Every stave is treated in creosote preservative. Hoops are of extra heavy steel with rolled (not cut) threads. They cost us more but they stand unusual strains. Doors fit like a safe—always tight. Wooden ladder runs; no iron to frost the fingers. Green Mountain Anchorage system holds silo absolutely firm and upright. A beautiful silo—with nut-brown side walls and bright red cedar roof. Write today for detailed circulars. Special inducements for early orders.

**CREAMERY PACKAGE MFG. CO.**  
335 WEST STREET, RUTLAND, VT.

**Will It Stand? YES**

B-K  
The Sentinel of Sanitation  
Sure  
Germ Killer

Scientifically correct for prevention and treatment of:

Contagious Abortion  
Barrenness  
Retained Afterbirth  
White Scours  
or anywhere a Disinfectant is used

Powerful  
Harmless  
Clear and  
Clean

B-K is a concentrated pure Sodium hypochlorite—such as is endorsed and used by leading veterinarians, physicians and breeders. Philadelphia Farmers & Dairymen Supply Co. 1918 Market St. Phila. Gen. Laboratories  
MADISON, WIS. Gal. and 5 Gal. Pkgs.

## Reading Bone Fertilizer

Quality Service Satisfaction  
Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

Reading Bone Fertilizer Co., Reading, Pa.

Ask your dealer for Reading Bone Fertilizer. Write for booklet and further information.



Mention The Review when writing to advertisers.

## APRIL MILK CONDITIONS

(Continued from page 1)  
per pound for 92 score, solid packed creamery butter, New York City. This represents a decline of 9 cents per hundred as compared to March. The average price for surplus milk, so far this year is \$2.33½.

## NATIONAL JERSEY WEEK

May 30th to June 4th, 1921

As a means of inaugurating a new period of increased activity in the Jersey breed, and incidentally ushering in the greatest era of prosperity that has ever been known to Jersey breeders, the American Jersey Cattle Club is launching a National "Jersey Week" Campaign.

With the co-operation of breeders and field workers, a full six day's program of intensive, aggressive, enthusiastic, and business-getting work, through the printed and spoken word, will be carried out, so that every force available for boosting the Jersey cow will be let loose from Monday, May 30th, to Saturday night, June 4th.

For one solid week we ask the close co-operation of every state and local Jersey breeders' association, every regional field unit, every Jersey breeder and Jersey scout, in the making up of some part of this universal boost. Let us shake off the lethargy of the "reconstruction period," roll up our sleeves, and make our business hum by work, hope and enthusiasm.

We are making this the week in which to make up many of the things which for a long time have been deferred. IT IS TO BE A BIG CLEAN-UP AND CHEER-UP WEEK. Jersey breeders who have been slow in putting their cows on test, those who have neglected to keep up the registration of their animals those who have postponed the sending of transfer papers to the people who have bought cattle from them, all are asked to take advantage of this "opportunity week," when EVERYBODY IS THINKING JERSEYS, and get straightened up with their Jersey affairs. On matters of this kind every week should be Jersey week, but we all know that it is always difficult to do today the things that can be put off until tomorrow. But let us catch up with the arrears.

Get at least one new Jersey breeder started. Get at least one new member for local clubs.

Push the Jersey Scouts' organization and the boys' and girls' Jersey Calf Clubs.

Put at least one more Jersey on official test.

You are cordially invited to help make "Jersey Week," May 30th to June 4th, a grand success by co-operating in the various ways possible, and we hope to have your able assistance.

Talk with your county agents and others. Help start a boys' and girls' Jersey Calf Club. "Boost" Jerseys "every day."

Owners of accredited herds of cattle in Pennsylvania, will be urged by agents of the Bureau of Animal Industry, Pennsylvania Department of Agriculture, to purchase new cattle only from other accredited herds, and to refrain from buying untested animals at any price.

Director T. E. Muncie, of the bureau, has sent a letter to all his field agents urging them to place this matter squarely before the owners of accredited herds.

Which Way—  
Is Your Farm Going?

Is it moving toward greater fertility, greater production, greater earning power, or is it moving toward lower production, decreased fertility and smaller income?

## Many a Farm

That has been going back because of acid soil has been brought to fertility and profit by the regular application of

Michigan  
Pulverized Limestone

Calcite Brand Michigan Limestone is 99% pure. Taken from the largest limestone quarry in the world, dried and ground in the largest limestone mill in the country. Quantity production enables us to market cheaply.

BUILD UP YOUR SOIL  
WITH LIMESTONE

Do It The Michigan Way

MICHIGAN LIMESTONE & CHEMICAL COMPANY

NEWTON S. GOTTSALL

General Eastern Agent

1501 Arch St. Norristown, Pa.

## WHO AM I?



I am the fellow that milks with "MEHRING'S MILKER"  
It makes me smile when I see poor guys pulling away by hand. It was the first practical milker and still has the lead in speed, efficiency and cheapness of operation and repair. Send for a catalogue and be convinced. It will milk one or two cows at once. Price \$80 cash or \$85 on trial. Also engine-powered milkers.  
W. M. MEHRING, Keymar, Maryland

## HARDER SILOS

Silage keeps perfectly  
in a Harder Silo

No air can get in and that means no mould or decay. All winter you have clean, fresh, moist silage that will keep your stock in fine shape and bring more dollars into your pocket.

The Harder has led the silo field for 23 years. Its worth is proven. It will be a mistake to buy any silo before you

—send for our free booklet  
on silos and silage

Good available territory  
open for live agents

**Harder Mfg. Corp.**  
Box 33, Cobleskill, N. Y.



It has been found that in a large majority of cases when tuberculosis is found in an accredited herd, when a retest is made, that the disease was introduced by new animals.

The Bureau of Animal Industry urges accredited herd owners to breed their own cattle, but in any event, to purchase only animals that are known to be free of tuberculosis.

CHESTER COUNTY  
FARM BUREAU EXECUTIVE  
COMMITTEE MEETING

The regular monthly meeting of the Farm Bureau Executive Committee was held in the Farm Bureau office recently, J. H. Halderman, presiding. Those present were: Messrs J. H. Halderman, Pottstown; Malcolm Farquhar, Kennett Square; Furman Gyger, Kimberton; Phillip Price, West Chester; Wm. Pitt, New London; C. Walter Sharpless, Toughkenamon; Dale Andrews, West Chester; J. C. Ottenkirk, Honeybrook; Clyde Saylor, West Chester; Isaac A. Passmore, West Chester, and Charles J. Garrett, West Chester. The treasurer reported a balance in the treasury of \$886.82. Bills amounting to \$204.24 were presented and ordered paid.

The County Agent gave his report as follows: During the month there were seven meetings held at the Poultry Demonstration Farms; eight other visits were made to other poultrymen in connection with this work; one poultry account book was placed at Mrs. Wm. Cope's; two meetings were held in the interest of the poultry club at Honeybrook and Brandywine Club; fifteen farm visits were made in the interest of the clubs; Mr. Edgar Byers, vocational teacher at Honeybrook and Mr. Wm. Cope, West Chester, are the club leaders of these respective clubs and are co-operating with the County Agent in helping to put the work across.

Three meetings of Cow Testing Associations were held to organize for the coming year. Charles Garrett of the West Chester Association with the County Agent made four visits in the interest of the work to secure new members. George Anderson and Joseph Phipps, of the Uwchlands Association, and the County Agent made twenty visits to the interest of the work.

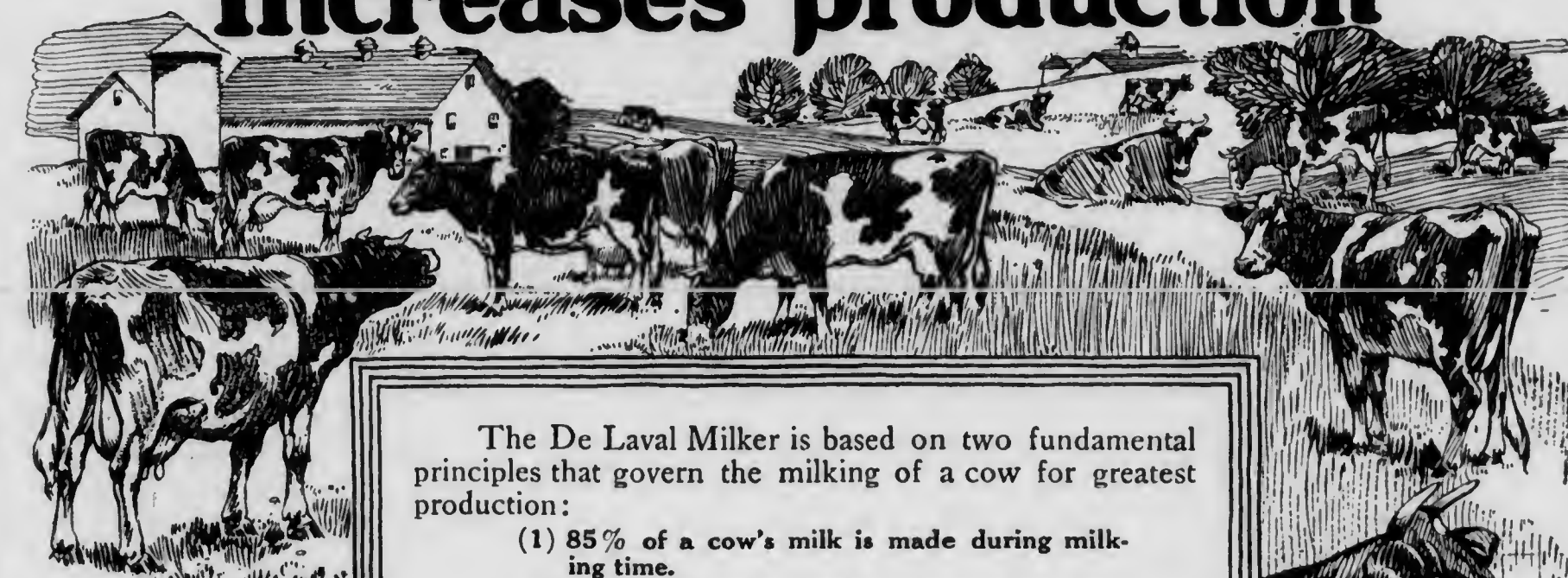
The Corn Growers Banquet was attended during the month. County Agent co-operated in securing speakers. Four farmers were assisted in pasture improvement work. A meeting of the Livestock Breeders' Association was held in the office during the month. County Agent assisted in setting up a spraying machine on the farm of Wm. B. Coates, Parkersburg. Assistance was given in the selection of seed corn on two farms; one farm was visited to assist in ordering seedlings for reforestation. One community meeting was attended in which the question of lime was discussed, and the Brentwood Sale was attended at Philadelphia. During the month 983 miles were covered; 77 farms were visited; 19 meetings were attended.

Further plans were worked out for the special meeting of the Farm Bureau which will be held in the Court House, Friday evening, May 27th, at 8 o'clock. At this meeting it is desired to have as good a representation over the county as possible, to decide whether the Farm Bureau should go on the paid membership basis or not.

The regular meeting of the Executive Committee was changed to the first Wednesday evening of the month.

After general arrangements of the program, the meeting adjourned.

## Milk for Health

Why the De Laval Milker  
Increases production

The De Laval Milker is based on two fundamental principles that govern the milking of a cow for greatest production:

- (1) 85% of a cow's milk is made during milking time.
- (2) Unless milking is pleasing to a cow, the greatest amount of milk will not be made.

The organs of a cow which make milk are so sensitive, and the milk is made in such a short time, that the way milking is done greatly influences the production.

The De Laval Milker operates in a manner most pleasing to a cow and therefore the organs which make milk are stimulated to greatest production. Its action is gentle, uniform, cannot be changed, and anyone can operate it. The fact that it usually increases production over hand milking, is the best evidence that it pleases the cow.

The extra milk your cows will give and the saving in time will soon pay for a De Laval Milker. It is a better way of milking. Write for complete information.

**The De Laval Separator Company**

NEW YORK CHICAGO SAN FRANCISCO  
165 Broadway 29 East Madison Street 61 Beale Street

Sooner or later you will use a  
De Laval  
Milker or Cream SeparatorBASIC PRICE FOR  
MAY UNCHANGED

(Continued from page 1)  
the Board of Directors. The plan also has the sanction of Dr. Clyde L. King, Milk Arbitrator for the State of Pennsylvania and it is believed that it will be for the best interest of the dairy industry on the whole.

SOUTHERN BLAIR COUNTY  
TESTING RECORDS

High Herd of Blair Association Gave  
10,130 Pounds Per Cow

The completed records of the Southern Blair Cow Testing Association, for the year ending April 30, 1921, compare very favorably with those of the year ending the same date 1920. The herd producing the highest amount of milk per cow in 1920 was owned by H. B. Repligle, while in 1921 it was owned by W. W. Howett. Mr. Howett can claim considerable credit, because his herd average increased from 6,989 lbs. per cow in 1920 to 10,130 pounds per cow in 1921. He accomplished this unusual increase with practically the same cows.

The average production for the last year in the 19 herds summarized was 7,324 pounds of milk and 288 pounds of butterfat per cow. Cost figures including grain, roughage, pasture, labor, hauling of milk, interest, depreciation and general expenses plus 10 per cent. for managerial ability, show that the 1,544,000 pounds of milk produced, cost on an average of \$3.89 per 100 and per pound of butterfat, 79c. At this rate it cost 84c per quart.

The highest production in butterfat per herd was that of Thurman Hileman, of Frankstown township. The cow having the highest butterfat production, 511.3 pounds, is owned by C. E. Little, of Woodbury.

The cow producing the highest amount of milk, 14,253 pounds, was owned by Mr. Howett.

A year ago the association records showed the cost of milk to be \$3.37 per 100, or 7.2c per quart.

It will be interesting to note that in order to produce a 100 pounds of milk, the average cow ate the following ration: Silage, 70.5 pounds; hay, 16.01 pounds; stover, 25.16 pounds; grain, 27.82 pounds. In addition to this the labor required per 100 pounds of milk 3.3 man hours, 9 horse hours.

The summary given for 46 associations completing work during 1920, gave as the average production for 16,960 cows, 6,141 pounds of milk and 248.4 pounds butterfat.

Statement of the ownership, management, circulation, etc., required by the Act of August 24, 1912, of Inter-State Milk Producers Review, published monthly at West Chester, Pa.

Editor, August A. Miller, Brookline, Del. County, Pa.; Managing Editor, F. P. Willis; Ward, Pa., Del. County; Business Manager, August A. Miller, Brookline, Del. County, Pa.; Publisher, Inter-State Milk Producers Association, Philadelphia, Pa.

Owners: (If a corporation, give its name and the names and addresses of stockholders holding 1 per cent. or more of total amount of stock. If not a corporation, give names and addresses of individual owners.) Inter-State Milk Producers Association, F. P. Willis, Ward, Pa.; H. D. Allebach, Trappe, Pa.; R. W. Balderson, Kennett Square, Pa.; F. Shangle, Trenton, N. J.; A. B. Waddington, Chester, Pa., and 13,500 others.

Know bond holders, mortgagees, and other security holders, holding 1 per cent. or more of total amount of bonds, mortgages, or other securities: (If there are none, so state.) None.

Average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above. (This information is required from daily newspapers only.)


Sworn to and subscribed before me this 9th day of April, 1921.  
Peter P. Henry  
Notary Public  
My commission expires February 21, 1923



CUMBERLAND COUNTY  
**HOLSTEIN-FRESIAN BREEDERS ASSN.**  
**FOURTH ANNUAL SALE**  
 AT THE  
 Old Fair Grounds Carlisle, Pa.  
**May 25th, 1921**  
**50 Head Registered Holsteins**  
 ALL AGES BOTH SEXES  
 All Tuberculin Tested and all are worthy  
 representatives of the Great Breed  
 For Catalog Etc., Address  
**R. L. Shenk, Secretary Newville, Pa.**

**ANNOUNCEMENT OF**  
 The Chester County Holstein-Fresian Breeders Guaranty Sale  
 To be held at WEST CHESTER, PA., OCT. 19, 1921  
 Can take a few more entries of High Class Holsteins, subject to inspection For particulars address  
**CHAS. J. GARRETT or F. C. BRINTON, Jr., Managers, West Chester, Pa.**

**FOR SALE**  
**REGISTERED HOLSTEIN BULL CALVES**  
 From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as  
 Helpers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days  
**I. V. OTTO BOILING SPRINGS FARM CARLISLE, PA. R 6**

**Linghocken Berkshire Mothers**  
 would not give their young milk substitutes  
  
 Are you as fair to your children?  
 You are not if you give them oleomargarine  
 For Quality Bred and Properly Fed  
 Berkshires, write  
**F. M. TWING**  
 Bucks Co. Wycombe, Pa., Box 11

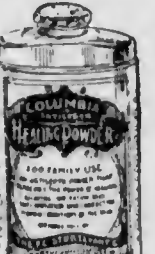
**FOR SALE**  
 Registered Chester White Swine, Buff Leg-  
 horn Hatching Eggs, \$2 per 15, \$8 per  
 100; Cockerels and Hens, 10 per cent  
 deductions to all Inter-State Milk Members.  
**John C. Sutton Blacks, Md.**

**E. NEWLIN BROWN**  
 Live Stock  
 Auctioneer  
 WYCOMBE, BUCKS CO., PA.  
 Sales Anywhere—Anytime

**Improve Milk Quality**  
 Cool and aerate milk at one time—half  
 cream growth—remove odors.  
**GENUINE IMPROVED CHAMPION**  
 stops waste and loss—saves its cost in  
 one week. Write for Free Folder.  
**CHAMPION MILK COOLER CO.**  
 Dept. 22 Cortland, N. Y.

**ROSECOYD FARM'S**  
**DUROCS OF QUALITY**  
 GOOD PIGS FOR SALE NOW  
**D. M. STODT, HERSHEY, PENNA.**

**HOLSTEIN FRESIAN CATTLE**  
 Young Stock of either Sex  
 Always for Sale  
 Herd Under Federal Inspection  
 Free from Disease  
**William S. Ker, Carlisle, Pa., R. 9**

  
 Columbia Antiseptic Healing Powder  
 Cures sores of any kind on man  
 or beast. Old sores of long standing  
 Ulcers, Scalds, Chafes, Galls  
 All irritations of the skin  
 Write for booklet  
**The F. C. STURTEVANT CO.**  
 Hartford, Conn.

**For Barrenness in**  
**Cows, Mares and Sows**  
 Use  
**Hood Farm Breeding Powder**

**Astonishing Success in making Barren**  
**Animals Breed—Indispensable After**  
**Abortion—Invaluable Where Cows do**  
**not clean—Profitable to use on Every**  
**Cow after Calving.**

Read what others say:  
 Hood Farm Breeding Powder is great  
 and has been a God-send to me. I can-  
 not be without it.  
**SULZER BROTHERS,**  
 R. F. D. No. 2, Box 42, Hillsdale, Ore.

I have been using your breeding  
 Powder for eight years, when needed,  
 and am well pleased with it.  
**HENRY C. STRIEKER,**  
 R. F. D. No. 1, Germantown, Ill.

**Prices of Hood Farm Breeding Powder**  
 prepaid, \$1.15, \$2.75 and \$5.00.  
 Price of Hood Farm Flexible Injec-  
 tion Tube by mail, 90c., or with a \$5.00  
 order 75c. Please mention this paper.  
**C. I. HOOD CO., Lowell, Mass.**

## USE OF MILK INCREASES

Forty-four gallons of milk is used by each person in the United States annually, according to estimates made by the Dairy Division of the United States Department of Agriculture. This estimate refers to whole milk and does not include that which is consumed in the form of ice cream, cheese and butter. The amount is about twice as much as that used in 1890 when the per capita consumption was approximately 22 gallons. The dairy specialists point out that the increase in the use of milk in the last thirty years is as great as that in the preceding 280 years.

The present-day consumption of milk in the United States, they say is equal to about one pint per day, or as much as two small glasses. That is not a great amount when it is known that it includes not only the milk that is used for drinking, but also that used in cooking. This is a small amount compared to the per capita consumption in some European countries. In Sweden and Switzerland, for example, nearly 70 gallons are used by each person annually.

**Ancient German Tribes Lived on Milk**  
 A high value has always been placed on cows in many European countries, and history records a campaign conducted by Julius Caesar in central Europe where he found German tribes living almost exclusively on milk. In order to provide pastures for their cows they forcibly resisted the settlement of any people near them.

In relating the growth of the dairy industry in this country, the department specialists say that in pioneer days each family kept its own cow. The denser the population became the more important it was to have a well regulated and ample commercial supply of milk. Gradually the number of cows increased, and in time a dairy business grew up in various sections. The development of modern methods in the distribution of milk, with economic and sanitary handling, has been closely accompanied by the larger use of this food, they say.

Much of the milk now used in cities comes many miles, and recently improved methods have made it possible to ship it from long distances in refrigerator cars. At the National Dairy Show in Chicago in 1919, milk shipped from the Pacific Coast took first prize in the market milk competition with the highest score ever given to milk in recent years.

Cities have always used a smaller amount of milk in proportion to the number of people than general farming communities, the statistics show. For example, Philadelphia reached the rate of 23 gallons per capita in 1905, which was 15 years later than the country at large reached a consumption of 22 gallons. There are, however, many agricultural and non-agricultural rural districts where cows are not kept and where modern methods of milk distribution are not equal to most cities. The people in such places have to depend on canned milk of various kinds, and this, the dairy-men say, is an exceedingly valuable means of supplying a need which 20 or 30 years ago could not have been supplied at all.

## "The Price of Milk"

By Clyde L. King, Ph.D.  
 Formerly  
 Chairman, Governors Tri State Milk  
 Commission (Pennsylvania, Maryland,  
 Delaware), Federal Milk Commissioner for  
 the Eastern States, Milk Price Arbitrator  
 for the State of Pennsylvania.

**Comprehensive Treatment of the  
 Milk Industry in All Its Phases**  
**NOW READY FOR  
 DISTRIBUTION**  
**Every Dairy Farmer Should Have a  
 Copy of This Book**

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 Introductory—Chapter 1. The Public  
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 Part 1. The Forces That Fix the  
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 Products and the Price of Milk. 3. The  
 Price Interdependence of Local, Primary  
 and International Markets. 4. The Cost  
 of Production. 5. Shall Dairymen Or-  
 ganize for Collective Bargaining. 6. Pol-  
 icies of Dairymen's Organizations in Their  
 Relation to Price.  
 Part 2. The Cost of Milk Production.  
 7. The Cost of Milk Distribution. 8.  
 Sanitary Requirements in Their Relation  
 to Price. 9. How Shall Milk be Dis-  
 tributed? 10. Can Milk Distribution  
 Costs be Lowered? 11. The Public In-  
 terest in Milk Distribution.  
 Part 3. Fair Price Policies. 12. The  
 Food Value of Wholesome Milk. 13. Co-  
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 Policies.  
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 ternational Milk Dealers Association;  
 Margaret H. Boden, Chm. Food Section,  
 Philada. Fair Price Commission; R. W.  
 Balderston, Secty. Inter-State Milk Pro-  
 ducers Association.

**ORDER YOUR COPY NOW**  
**Price \$2.00 Delivered**  
**For Sale by**  
**The Inter-State Milk**  
**Producers Assn.**  
**721 Heed Bldg., Philadelphia**

## ELEVEN HUNDRED SAMPLES OF FEEDING STUFFS ANALYZED DURING PAST YEAR

The Bureau of Chemistry of the Pennsylvania Department of Agriculture in 192 kept a close watch on the feeding stuffs sold throughout the state and the report for the year shows that less than four per cent. of the samples collected and analyzed by the bureau were found to be in violation of the law.

The agents of the bureau took 1,100 official samples in 385 cities and towns in the state during the year, the activities being conducted in 55 counties. In addition there were 287 special feeds analyzed during the year.

The check kept by the bureau during the year shows that the number of dealers handling feeding stuffs not complying with the law is steadily growing less each year.

## ELECTRICAL APPARATUS SOLVES FARM PROBLEM

The farmer needs electric lighting electric motors for operating the cream separator, to grind feed, to cut and elevate ensilage, to cut wood and for lighting in the house, and in all the farm buildings and yards, and having it means economy in operation.

The farm help wants better working conditions. Everybody on the farm wants town conveniences, which keep everybody contented, keep the boys and girls on the farm and make all work easier. Electric service makes these conditions possible.

The scarcity of competent farm labor is becoming a big problem. Electricity is a form of labor the farmer can depend upon every hour of the day. It is not a question of whether it is cheaper for the farmer to use electricity than to hire labor, but rather that he cannot get the labor necessary to do the work.

# Everything for the Modern Farm and Dairy



## Clean Milk Cans

Clean milk cannot be delivered in unclean, unsterilized cans. Purifying milk cans the B-K way is simple, convenient and cheap. The test shows how effective it is. Every one who is interested in a higher price for a better milk should purify his cans the B-K way. It removes one of the milk producers great troubles.

	PRICE
1 Gallon	\$3.50
5 Gallon Carboy	12.50



Lisk  
Strainer



Sterilac Covered  
Milk Pail

WRITE FOR PRICES



We are Factory  
Representatives on  
all Types  
of

**De Laval**  
Separators  
and  
Clarifiers

Write for  
Prices

We are Headquarters on

**Milk Coolers**  
Pasturizers,  
Clarifiers and  
Separators

We also carry the largest line  
Dairy Supplies of any house  
in the country

**PHILADELPHIA FARMERS AND  
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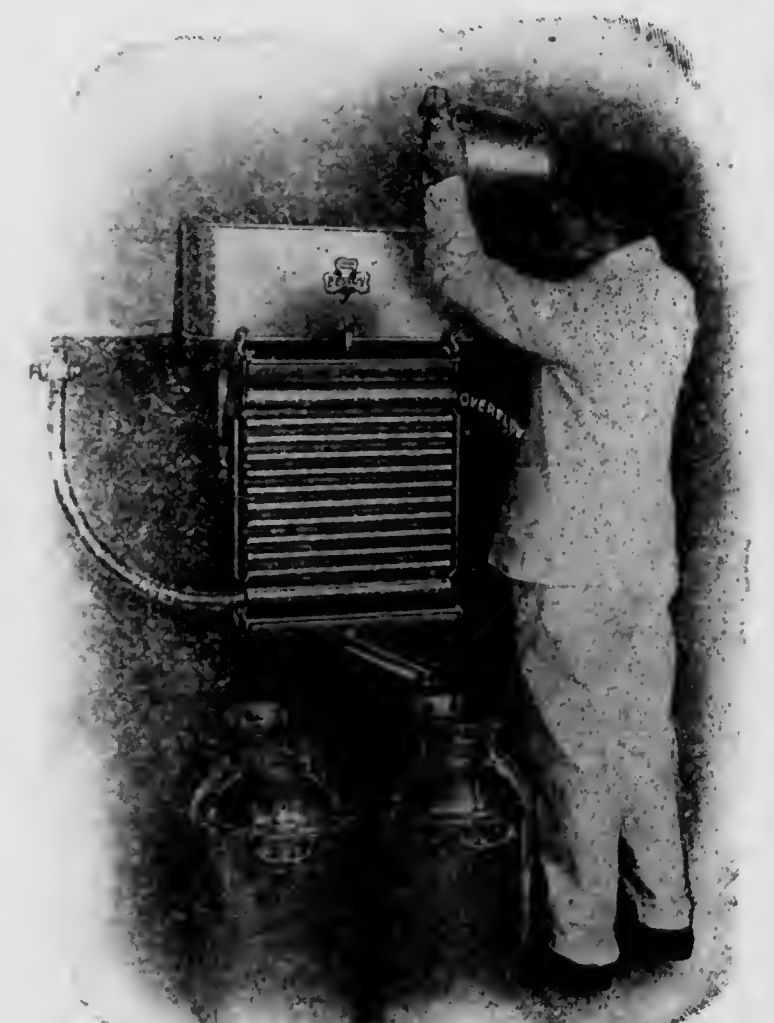
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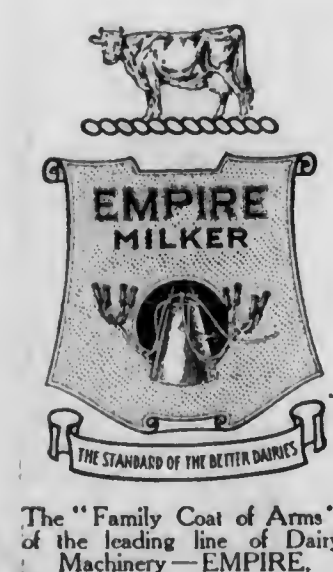
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## Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., JUNE, 1921

NUMBER 2

### Increased Milk Production, Low Butter Prices, Competition Low Priced Milk All Contribute to Break in Milk Prices

The old saying that “a dam will hold just so much water” aptly illustrates the condition in which the milk market, not only that of Philadelphia, but almost every one of the large primary milk markets in the country found itself during the month of May.

The dam which had been holding the milk supply, or rather the surplus supply has been weak for some time and the constant shocks due to recurrent demoralized conditions at various points, finally had their effect and notwithstanding production costs, it became absolutely necessary to readjust prices to meet

practically all districts of the Philadelphia Milk Shed were in attendance. After a five hour conference between the various representatives no agreement had been reached and with the consent of all concerned, Dr. Clyde L. King, milk arbitrator for the State of Pennsylvania, was called upon for arbitration. A three hour conference followed, at the conclusion of which it was mutually agreed that the price to the consumer be reduced two cents a quart, and that the reduction to the producer be 1½ cents on basic milk and that the distributor or manufacturer assume the difference of one-

54 per cent greater than last year. In one instance a receiving station in Maryland handled just five times as much milk in late April and early May, from the same producers, as it did in December 1920.

Producers, who last fall increased their herds in order to insure a satisfactory basic quantity, have had a continued unusual milk flow. Early pastures contributed largely to the supply. In fact, conditions all through the winter and spring have been most favorable to heavy production. In addition, the prevailing good prices paid for milk throughout the

impossible. The buying power of the public has decreased. In many industrial establishments there have been sharp recessions in activity. Plants, in some cases have been idle for months. Others, which, before the war, were running on an approximate basis of 60 to 100 per cent. of capacity are now operating on a 25 to 50 per cent. basis.

Labor troubles, embracing strikes, involving a vast army of workmen, in Philadelphia alone, (at one period recently being estimated at 80,000) and the consequent non-employment and earning power, have curtailed, to a large

Prices Paid Producers Delivered Philadelphia—1914-1921 4% Butterfat Milk

	May		December		Average price per year		
	Per qt. f. o. b. Phila.	Per cwt. Rec. Sta. 50 m. zone	Per qt. f. o. b. Phila.	Per cwt. Rec. Sta. 50 m. zone	Per qt. f. o. b. Phila.	Per cwt. Rec. Sta. 50 m. zone	
1914	.04c	\$1.38	.45c	\$1.61	.0425c	\$1.49	Approx.
1915	.04	1.38	.045	1.61	.425	1.49	Approx.
1916	.04	1.38	.055	2.07	.046	1.65	
1917*	.055	2.07	.0775	3.11	.055	2.52	
1918	.675	2.65	.1025	4.19	.085	3.38	
1919	.08	3.08	.09	3.60	.0865	3.45	
1920**	.09	3.61	.08	3.09	.0925	3.53***	
1921	.08	3.09					
1921	.0625	2.27					(Present price effective May 18th)

\*First prices quoted by Inter-State Milk Producers Assn., July, 1917.

\*\*Basic and surplus plan effective.

\*\*\*Weighted average basic and surplus prices.

conditions and insure some stability to the market.

It was no easy task to arrive at a solution of the problem in the Philadelphia territory, which would be equitable to all concerned. The dealer had to compete with low price milk and cream from outside low price markets. The manufacturer of milk products had to compete with similar products coming from territories where low prices were paid producers for milk and the current surplus in our own producing districts was increasing by leaps and bounds.

In many of the readjustments in connection with food prices the farmer has had to stand all the burden of the decline. Only by co-operative effort and a thorough discussion of the facts and information in connection with supply and demand, were the officers of the Inter-State Milk Producers Association able to induce the milk distributors and the manufacturers to take some share of the burden in the present price adjustment.

An eight hour conference between distributors, manufacturers and farmers representatives was held on May 16th to consider a proposed new price basis. Distributors and manufacturers from

quarter cent a quart. The manufacturer reserved the right to either buy on the basic and surplus plan or pay an approximate weighted average price for all milk, figured at that time to be about \$2.05 per 100 pounds, at receiving stations on main line roads, in the 50 mile zone.

In terms of 100 pounds at receiving stations in the 50 mile zone, the new price basis represents a reduction of practically 81 cents on the basic milk instead of the equivalent of 92 cents per hundred pounds as compared to two cents a quart, which was originally demanded.

**Influences Which Forced the Decline**  
Briefly, three principal factors brought about the reaction which forced prices down. Supply and demand was probably the chief factor. At this season of the year comes, naturally the greatest flow of milk. The amount coming to the market not only in the Philadelphia district, but in practically all primary markets, during the past few months and particularly early in May, has been greater by far than last year.

Statistics available show that the surplus received by some buyers in the Philadelphia district ranged from 25 to

past six months and the fact that milk was a monthly cash crop, were further inducements toward greater production. The elimination of the boarder cow or low producer may also have had some bearing on the situation. All these various factors contributed to a continued large supply of milk, as may be noted from the following table showing comparative receipts of milk and cream in Philadelphia.

Milk Receipts Philadelphia in Quarts

	Milk Fluid	Cream	Cond. Milk
1918	173,007,067	18,858,480	2,509,080
1919	190,656,637	20,508,025	4,587,907
1920	196,742,889	17,228,774	5,782,161

Comparing the first three months of 1920, with those of the same month of this year, we find the following:

Fluid Milk Cream

1920 Jan., Feb., Mar. 49,094,667 719,457

1921 Jan., Feb., Mar. 50,743,608 1,776,148

Increase in 1921 milk 1,648,941 quarts

Increase in 1921 cream 1,056,691 quarts

**Consumption Declines**

Under normal conditions the increased supply of milk could, probably, have been absorbed. The readjustment period in industrial affairs, however, made this

degree, the buying power of the people engaged in industrial pursuits. With this decline in buying power, distributors serving industrial sections have found themselves with a large milk surplus, which could only be moved in manufactured products and at a heavy loss.

Decreased buying, however, represents but one cause for increased surplus. Another quite important situation, more direct in its influence, developed in the movement of low price milk and milk products into our markets from outside the district, which has upset the sale of the natural surplus and which has been offered at prices far below those recently prevailing.

**Outside Competition**

With favorable prices, which have been current in this market for some time, there has been a good opportunity for a movement into the district, for milk which has been purchased at low prices in various territories outside the Philadelphia Milk Shed. Fluid milk, in car load lots, has been freely offered from districts north and west at prices very much below those which prevailed in this market. These offerings have not

(Continued on page 7)



## RICH OR POOR MILK?

By A. B. Waddington

During the past four years, or war time period, farmers were not taken to task to any great extent as to the quality of milk. Not that the milk has been any better than it was four or more years ago, but rather because the supply was such that distributors needed all the milk they could get and therefore did not discriminate against milk of poor quality, as they once did.

Twenty years ago a milk dealer would compel a farmer to sell his cows and buy others that gave, or were supposed to give, better milk. The new cows usually did give better milk for a time. They frequently had been driven around from place to place by dealers and were therefore not quantity producers, and as they gave less milk than cows that had been home raised and fed for production, the quantity of milk they gave was small but of better quality. After they had been fed and cared for awhile they frequently were no better than the old cows and often not as good.

It was generally believed, at that time, that once was enough to test a cow. If she gave 4 to 4½ per cent. butterfat milk she had a reputation for a lifetime and might be a 3% producer right along and never be suspected.

If on the other hand, she was found on test to give a 3% butterfat milk, she was likely to be sold to the butcher, although she might have given more pounds of butterfat in a year than another higher testing cow.

It never occurred to the farmers generally that the same cow could give both 3 and 4 per cent. milk, nor were the farmers all to blame for this mistake. Agricultural authorities were still preaching the mistaken idea that you could not change a cow's test by changing her feed, so farmers sold good cows cheap and bought poor cows dear.

We will not make this mistake over again, but there is one thing to consider now. The time is coming when the dealer will discriminate against 3 per cent. milk. What are we going to do about it?

We could change our cows around, if we could find enough cows and enough money to pay for them—which I doubt. Why not change our method of feeding? It seems to me that this is the most practical thing to do.

If you are having trouble in that your herd gives a 3% milk, you can't change it to 4% over night by giving the cows a half peck of corn meal. You couldn't, in a dry season, make little potatoes grow into big ones by throwing water on the patch the day before you dug them. Just as you need water on a potato patch before the potatoes were pinched so you should feed a cow to prevent it from giving poor milk.

I would suggest a feed like this: 100 lbs. corn meal, 100 lbs. gluten, and 100 lbs. bran, or other light feed, or another mixture like this: 100 lbs. old process linseed cake, 200 lbs. corn meal and 200 lbs. bran. When the cows are on grass try 300 lbs. corn meal, 100 lbs. cotton seed meal and 300 lbs. bran. Almost any light feed can take the place of bran.

Mixed feeds are all right, if they have enough fat and carbohydrates of good quality, but they mostly cost too much.

Have your cows fat when they come fresh. A fat cow will give just as much milk as she would if she were in poor

condition and the butterfat test will be considerably higher. This higher test will continue as long as you are able to keep the fat on her. Some cows are naturally better than others and much depends upon the individual, although the condition of the cow is largely a matter of feed.

One cause of poor milk is the use of too much succulent feed such as beet pulp, turnips or beets. These feeds are very good in their place, in fact, you can hardly get the largest milk flow in winter without some of them, even when good silage is available, but if used to excess they are likely to make the cow give poor thin milk just as does second crop clover, in July and August.

As an illustration, suppose we take two dairymen, call them A and B. Both have 30 cows, both have good silage and clover hay.

A feeds 420 pounds of ready mixed dairy feed for which he pays \$52 per ton or \$10.92 per day. He sells 850 pounds of milk testing 3.2% at a selling price of \$2.81 per 100 pounds or \$23.88 for the day.

B feeds from a mixture of 500 pounds of corn and cob meal, 200 pounds of oil meal, 100 pounds of cotton seed meal, 200 pounds of bran, 200 pounds of ground oats, costing about \$36.00 per ton. He feeds 300 pounds a day, costing \$5.40 per day. He sells 680 pounds of milk testing 3.7 fat at \$3.01 per hundred pounds or \$20.47 for the day. The difference in the net return based on feed cost shows \$2.11 in favor of farmer B.

Milk tests do not stay the same from day to day, they fluctuate and as soon as the test drops you are likely to be in trouble. If the dealer has too much milk he will drop the low test man and keep the high test man. Then the low test man is sure the test is wrong, or that the high test man is "in with the dealer" or he must have cut the price on the fly or something anyhow.

Like as not this low test man is causing the most of his own trouble himself and not only that, but he is actually paying out probably several dollars a day.

Three factors, from my observations, govern the production of rich or poor milk.

1. Have your cows fat when they come fresh.

2. Feed high grade carbohydrates and fat, such as corn meal, corn and cob meal, or hominy together with high grade protein, such as oil meal, cotton seed meal and gluten meal. Use bran or other light feed to make the mixture as light as you want.

3. Use, but don't abuse the use of beet pulp, beets and turnips.

If you would follow this general advice, adjusting it to meet your individual conditions you may not get quite as much milk, but you won't be seriously bothered with poor milk, and your profits, which is our ultimate object, will be larger.

Note—The above article is submitted by Mr. A. B. Waddington, Woodstown, N. J. Our columns are open to contrary opinions.—Editor.

Necessity is a good foundation for a co-operative organization. If the farmers in your community feel a need for an organization they will be interested in it, unite with it, support it. This need may show itself in a lack of marketing facilities or unsatisfactory marketing conditions.

## IMPORTANT NATIONAL DAIRY CONFERENCE

Representatives from practically all the various dairying sections of the United States met in conference in Chicago, early in May, at the call of the National Federation of Farm Bureaus, to consider matters of importance to the dairy industry.

The attendance, numbering upwards of 250 represented the various milk producers associations, both state and national, co-operative marketing associations, cheese and creamery associations of the country.

The Inter-State Milk Producers Association was represented by Frank P. Willits, president and H. D. Allebach, vice president, and sales manager.

Addresses dealing with the various features of co-operative marketing in different sections of the country were made by a number of the representatives.

A representative of the Twin City Milk Producers Association, in his address stated that there were 6000 co-operative creameries in Minnesota and that their business amounted to \$6,000,000 annually. The bulk of the butter made in these creameries was, he said, marketed in the east.

The assembly adopted a number of resolutions, among which were the following:

It was recommended that the president of the American Farm Bureau Federation be requested to appoint a committee of eleven men, representative of the dairy industry of the United States, with and by the advice and consent of the National Milk Producers Federation, which committee was to proceed to take steps to organize all the milk producers, not already affiliated with some milk organization and to act in such other matters as the committee may consider of value in the interest of producers and consumers.

The Capper-Volstead Act, clarifying the Federal laws, so as to clearly authorize co-operative marketing of farm products was endorsed.

The manufacture of butter substitutes from vegetable oils was opposed as being injurious to the health of the present as well as future generations.

The conference also passed a resolution urging legislation against the manufacture and sale of the so-called compounds of skimmed milk and vegetable oils, commonly known as "filled milk," which are sold as substitutes for and in imitation of evaporated and condensed milk.

Over twenty states were represented at the conference and it is estimated that the industry at large will be benefited

## DEERFIELD LOCAL

A meeting of the Deerfield Local, Deerfield Street, New Jersey, was held on May 23rd, with an attendance of upwards of 100 members. Frank O. Ware, one of the directors of the Inter-State Milk Producers Association presided.

Considerable discussion was given to the question of hauling, weighing and the new plan of selling milk by test, which has been recently become effective at the receiving stations at which the members of this local deliver milk, due to a change in ownership of the receiving station.

Frederick Shangle, treasurer of the Inter-State Association made an interesting address in which he explained at length the condition of the milk market in general and of this district in particular.

## COST OF PRODUCING MILK IN NORTHERN MARYLAND

Market milk cost on the average 33.2 cents per gallon, \$3.86 per 100 pounds, and \$213.13 per cow per year on 94 northern Maryland farms surveyed recently by the United States Department of Agriculture in co-operation with the University of Maryland. A preliminary report of this survey, just issued by the Office of Farm Management and Farm Economics, shows that, with an average sale price of 34.2 cents per gallon, 48 of the 84 farmers, or 51 per cent., failed to make a profit over the book cost, with all feed and labor charged at full current rates.

The average number of cows on the farms surveyed was 18.2 and the annual production varied from less than 4,000 pounds to over 8,000 pounds with an average for all cows of 6,074. Practically all of the milk in question was shipped, either to Washington or Baltimore.

Of the total cost of production, about one-half (\$121.38 per cow) was for feed, 56.6 per cent of this being farm grown. Grain fed totalled 2,259 pounds per cow per year, 512 pounds of this being grown on the farm. Hay fed totalled 1,793 pounds, practically all home grown. Man labor per cow totalled 291 hours, horse labor 29 hours.

These figures for feed and labor expenditures, in pounds and hours, are considered of greater importance than the costs as expressed in dollars and cents, since the former do not fluctuate greatly from year to year, and may be taken as basic in estimating the cost of milk production in the region surveyed.

A farm business analysis, made in connection with the cost studies, brings out in a striking way the relation between cost of milk production and farm income. It was found that the labor incomes of 15 farms with comparatively low milk costs, averaged \$1,448 higher than those of 15 farms with comparatively high costs.

## CLEAN MILK

By this time every member of the Inter-State Milk Producers Association, as well as many dairymen who are not members have received, through the mails a copy of the Pamphlet "Clean Milk," which was prepared and distributed by the Inter-State Dairy Council. If you have not received your copy, drop us a card and we will mail you one.

"Clean Milk" in a brief but to the point manner tells you what can be done, at little expense, toward producing milk that will be cleaner, safer and more palatable to the consumer. Following the suggestions laid down will save you money. It will save you many a can of sour milk during the heated term of the year.

The consuming public is becoming more and more critical of its milk supply. It insists on clean, wholesome milk, and if we expect to benefit by our advertising campaign in increasing the consumption of milk and milk products, it will be necessary that they be furnished with a quality of milk that will appeal to them.

Read "Clean Milk" carefully, and apply the various simple rules in caring for your milk supply. It will repay you many times over. This pamphlet is the first step in an aggressive campaign that will be undertaken by the Council, toward bettering the milk supply of the country.

## GOOD MANAGEMENT ESSENTIAL TO CO-OPERATIVE MARKETING

### Competent Manager Keystone to Any Business

Specialists of the United States Department of Agriculture urge constantly the established of uniform standards for farm products, and declare that if these standards are maintained, once they have been adopted, the confidence of the public will be established, and the success of co-operative marketing more generally assured. Too many organizations are brought into being as a result of enthusiasm created by appeals to prejudice and by misconception. The proper foundation is through a well-recognized need for an organization.

"Co-operative principles," says a co-operative specialist of the Bureau of Markets, "must be adhered to in the organization and operation of farmers' marketing associations. The farmers themselves cannot be expected to have a vital interest in a marketing organization operated for the profit of, and controlled by a few persons. Such an or-

ganization of co-operative organizations of various kinds, believe that the success of wide-spread co-operative marketing may be endangered through a poorly conceived hope or expectation that a hard and fast organization of producers will make it possible to sell anything and everything at a predetermined price without regard to quality or conditions. This is a dangerous attitude to assume.

Men who have given close attention to the subject declare that there is a wide-spread feeling that it is possible to revolutionize completely the entire system of marketing and attain success from the outset. This, of course, is impossible because it is necessary to build upon a solid foundation and to work out the many problems involved carefully. Steady, substantial, and healthy growth tends to permanency and success.

No one should believe that because he is a member of a certain co-operative as-

sociation, unusual prices are assured. Too many seem to think that co-operation is an end rather than a possible means.

## SAUCON LOCAL

The annual meeting of the Saucon Local was held at the Park Hotel, Hellertown, Pa., Tuesday evening, May 10th. There was a good attendance. The president, Titus Hottel, called the meeting to order, and after the transaction of routine business introduced Mr. R. W. Balderston, secretary of the Inter-State Milk Producers Association, who made an address concerning the general milk market. A. A. Miller, editor of the Milk Producers Review, also spoke.

Following reports of various committees, a discussion covering the local milk market was held.

The following officers were elected to serve for the ensuing year: President, Titus Hottel, Centre Valley, Pa.; Vice President, C. M. Wilhelm; Secretary, Homer S. Wentz, Quakertown, Pa., R. 3, and Treasurer, Nathan Dorney, Centre Valley, Pa.

The proper cooling of your milk after milking and keeping it cool until it reaches the receiving station will save you many a can of sour milk during the heated term. Milk cans used for shipping milk direct had best be jacketed.

Steady Growth Tends to Success  
Men who have traveled in every part of the United States observing the work

## THE PHILADELPHIA INTER-STATE DAIRY COUNCIL

### Educational Work in Full Swing

The work of the Dairy Council has broadened very considerably during the past month. It has also been possible to obtain some data showing the value of the educational work from a health standpoint, in the campaign looking toward the greater consumption of milk and milk products.

A statistical report from Dr. Walter S. Cornell, Medical Inspector of Public Schools in the city of Philadelphia, shows that of the 736 children in nutrition classes, 505 have gained in weight, averaging eight-tenths of a pound during April. This is at the rate of 10 pounds per year and is twice the normal gain, as over half the children were under eleven years of age.

The above figures include five classes of tubercular children, which logically should have been kept as a separate group. It should also be noted that about one half of the nutrition classes were organized in the month of March, and

	Performances	Persons
In Trenton, N. J.	13	7190
In Princeton, N. J.	3	1290
In Philadelphia	16	15895
In Coatesville, Pa.	4	3670
In West Chester, Pa.	5	3555
	41	219 0

At present plans are under way for performances at the Furness, Steele and Kinsey schools in Philadelphia. At the Steele school, performances will be given on three different days. The cast of the Furness school has performed before nearly 10,000 persons.

In Wilmington, Del., in connection with Health Week, June 6-10th, performances are to be given afternoon and evening.

With the approaching school holidays the plays will be given in out-of-doors, in play grounds and community centers. **Wilmington Campaign**

During the week June 6-10, the Inter-State Dairy Council will take part in what is termed "Health Week" co-operating with the Delaware Child Welfare Commission and the city departments of Health and Education. The Fairy play will be given in six different schools by different casts and will be viewed in the afternoons alone by at least 20,000 children. Evening performances will be given for the benefit of adults with speakers from the Child Welfare Association, State Extension Service and the School of Nurses, and it is believed that fully 100,000 people will be reached in this campaign.

**Clean Milk Campaign**  
The Philadelphia Inter-State Dairy Council will inaugurate its campaign

"Clean Milk" in Juniata county, Pa., with meetings and demonstrations during the week June 6-10. Newton S. Gottshall, field man for the Inter-State Milk Producers Association, will be attached to the Dairy Council for this work.

Meetings will be held under the auspices of the County Farm Bureau and local units of the Inter-State Association. The Pennsylvania State College will co-operate with representative speakers on economics and nutrition. Practical demonstrations of sediment tests, showing clean and dirty milk will be made. Motion picture films and lantern slides will be shown. Plans are being made for at least one county-wide meeting, but meetings will be held daily, both afternoon and evening. This campaign it is believed will greatly aid the dairymen not only in the production of high grade milk and will also serve as a means of education as to the value of milk as a food.

**NEW YORK PRICES**  
The League has announced the following price basis for June, based on three per cent. milk, in the 200 mile zone, Class I \$1.95; Class II \$1.55, and Class III \$1.50, per hundred pounds. This represents a decline of 35 cents a hundred pounds for Class I, 55 cents for Class II and 30 cents for Class III milk.



Dairy Barn at Pennsylvania State Agricultural College, State College, Pa.

many physical defects, such as adenoids and carious teeth, were corrected as the first step, with an accompanying temporary upset to the children and loss of weight also, the gain in weight, both actual and including the factor of clothing, is not so great in the spring months as in the fall and winter because of the advent of warm weather. Children are weighed with their coats and shoes off, but their other clothing naturally becomes somewhat lighter with the approach of summer.

Even better figures are expected when the report for May is available.

## The Fairy Play

Miss Hilda Kuchman, the director of the Fairy Play, now has a corps of several assistants to aid in putting on the production

The play is meeting with unquestionable success and is creating great interest, not only in our own territory, but on the part of representatives from other cities. Representatives from Baltimore, Md., Milwaukee, Wis., and New York City, have been in attendance at performances in this city and expect to put on the play in their respective cities.

Representatives from Pittsburgh and other distant cities are planning to see the play in the near future.

The following statistics show the field covered up to May 20.



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A. A. Miller, Editor and Advertising Mgr.

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### Editorial

Prices paid milk producers have been lowered. Beginning with May 18th, the consumer in the Philadelphia market pays two cents a quart less for his milk. The producer gets 1 1/2 cents or 81 cents per hundred pounds less than was paid during the first half of May. It looks like a radical reduction, but before you jump at conclusions read carefully the article printed on page one of this issue.

Before we can arrive at a satisfactory solution of the situation we must consider the conditions from all angles. This we have tried to present to our readers in the article mentioned, which covers a full analysis of the case.

There was an abnormal increase in surplus, why?

Prices were higher than elsewhere and production was carried to the limit. We might have weathered it, but over high prices attracted sellers in outside low price territories. Milk and cream could be shipped from distant points, laid down in our markets at prices away below what our distributors, wholesalers or manufacturers could meet, even with the basic and surplus plan, and continue to pay high prices for milk.

Sales of low price milk and cream were almost of daily occurrence. While our own natural surplus—already greatly increased, remained unsold and piled up.

Butter prices fell off sharply. Many distributors, wholesalers and manufacturers were not equipped to make high grade butter nor had they an established trade for their butter—seldom could they get a high score and often had to take sacrifice prices to move the surplus when worked into butter.

Something had to give way—and it did. A price basis to fit the existing conditions was evolved—how long it will continue in force depends entirely on the conditions confronting the market. Much will depend on the weather conditions during the next few months and nobody has yet succeeded in fixing the weather.

Bear in mind, however, that without co-operative effort, without the hard work and insistence of the officers and executive committee of the Inter-State Milk Producers Association, the price

reduction would have been flat two cents to the producer.

Figure out what means. There is a difference in the producers favor of 1/2 cent a quart or practically 11 cents per hundred pounds on your basic quantity of milk. This is worthy of your careful, consistent thought.

Lower selling prices of milk mean closer observations of production costs. While the lower prices of feed and some reduction in labor costs have been effective—the farmer will again have to turn his attention to mechanical appliances to bring even lower production costs. Labor has not been reduced in proportion to the prices received for farm products. Therefore it will be necessary to look carefully into labor saving devices as a means of lowering costs.

One of the hardest problems of the dairy farmer is the milking of his cows 365 days in the year, twice a day at least. Good hand milkers are none to plentiful. Much of the cow's productive ability depends on the milker and in no other industry is the producer so dependent on the human element.

While we are not in any way interested in any class of milking machines, it is no doubt true that this appliance is becoming more and more recognized as a time and labor saver in dairying. There is one dominant factor in connection with the milking machine—and it applies to every make—and that is care and cleanliness. To operate successfully, the apparatus must be kept in order, and to produce marketable milk it must be kept clean.

Too much emphasis cannot be laid on these two factors if the milking machine is to be successfully operated. Without their observance a dairy cannot be successfully operated.

It has been pretty generally substantiated that the dairyman can average a greater production of milk, and better success with his herd with the use of a milking machine, than can be accomplished with the every day run of hand milkers.

In these days of close economy the proposition is worthy of attention and careful consideration.

The unorganized farmer has absolutely no control over his markets. He must take what prices he may be offered and be satisfied. On the whole this has been fully demonstrated in the tremendous decline in prices of all farm products since the war.

Some readjustment was absolutely necessary. No one could deny that, but in many cases it was the uncalculated, unwarranted declines that hurt.

The organized farmer—and in many cases the partially organized farmer—has been able to avoid some of these sharp declines. In many cases, particularly in the partially organized class, an orderly decline has been difficult owing to the fact that the producers were not solidly organized, or thought too little of their organization. Many farmers, through indifference, neglect or some other reason have not joined the various organizations, do not help in the betterment movement, although profiting just as fully as those who have their shoulder to the wheel. This should not be. For the best interest of every producer he should become affiliated with his local farmer co-operative. In the strength of the local should be found the strength and support of the parent organization.

The full true value of co-operation

has just been prominently brought to the attention of the milk producers in this market.

One does not have to ask how far the unorganized dairyman would have gotten in the past war readjustment of milk prices. One does not have to guess at it. The evidence is prominently before us.

It has been definitely stated that one dollar and one dollar and twenty-five cents per hundred pounds or approximately 2 1/5 to 2 3/4 cents a quart is being paid for milk in nearly unorganized territory. Milk and cream from districts outside the Philadelphia Milk Shed have been offered at prices far below those which were regularly paid in this market.

In most organized territories reductions have been orderly and in conformity with conditions within the market and the trade generally.

In other words the dairy farmer was paid all that was possible for his product, in view of supply and demand and in conformity with fair competition and business principles.

It pays to organize—see to it that your neighbor comes along. We need his shoulder to the wheel as well as yours.

## THE BALTIMORE MILK SITUATION

During the month of June the price of 4% milk f. o. b. Baltimore will be 26c per gallon, and the price to the consumer will be 12c per quart and 7c per pint. This is a drop of eight cents per gallon to the consumer and four cents to the farmer, the dealer and producer each standing a loss of four cents per gallon.

The price of surplus milk—that is the amount which each shipper produces above his fall average—has been reduced six cents per gallon from last month, which now means a selling price of fourteen cents per gallon.

The cause of this reduction in price was due to the decline in the price of nearby markets and the drop in the price of butter.

The supply of milk is greater than at any other period of the year, due to the early summer pasture and to the fact the cool weather which we have had has greatly curtailed the consumption of dairy products.

We believe, however, that the peak of the surplus is over and that a few weeks of seasonable weather will greatly strengthen our market.

Our publicity work is being carried on in different parts of the City with very good results. Demonstrations of different kinds are being held weekly and more and more people are learning the value of milk as a food.

We expect the reduction in price to the consumer to stimulate the use of milk and are working to have the proprietors of lunch rooms and hotels to lower the price of milk to patrons, and to have them serve a larger portion for the price they are now charging. If we can have all the lunch rooms serve a pint of milk instead of half pint, which they now do, it will go a long way towards taking care of our surplus milk.

D. G. Harry

President, Maryland State Dairyman's Association.

Father—"What do you want to build a dog kennel for? You haven't a dog."

Son—"No, but I prayed for one last night."

### ASSOCIATION ACTIVITIES

The number of transfers from one milk buyer to another have kept the officials very busy during the month. The increase in the supply resulted in the laying off of quite a large number of producers, particularly by the smaller dealers, who, having more milk than they could handle, simply notified producers to suspend shipment. This was more particularly the case early in May when high prices prevailed and cheap milk was being freely offered, and surplus milk went begging on the various city receiving platforms.

There has been the usual number of meetings of locals in various parts of the territory, many of which have been attended by one or more of the association officials.

The executive committee has had several meetings, the most important of which was the price conference which was held on May 16th.

The advisability of a campaign to bring the membership of the various locals up to 100 per cent. strength in membership has been under discussion by the executive committee. Plans are being considered for an aggressive campaign that should add at least 2000 members to the rolls in territories that are already organized. This is an important work and should have the interest and support of every member. Some field work in this connection is already under way and plans to inaugurate a real drive are in formation.

Considerable interest has been taken in the work of the Inter-State Dairy Council, along lines of educational work and the development of an increased consumption of milk. This subject is treated at length in another column.

The increase in membership in the Inter-State Milk Producers Association during May totaled 163.

### DIRECTORS MEETING

The Board of Directors of the Inter-State Milk Producers Association will meet in the association offices, 721 Heed Building, Philadelphia, on Wednesday, June 15th at 11 o'clock A. M. The national and local market situation as well as the other important matters will be discussed.

### SURPLUS BASIS FOR JUNE SAME AS MAY

Because of the continued production of the unusual quantity of milk due to the exceptional conditions during the past spring for heavy milk production and because of the break in the price of butter and the slump in cheese prices, a further conference to adjust the surplus percentage to apply for June was held on June 6th, when it was decided that in view of conditions, the 10 per cent. which, on the basic and surplus plan, was to be added to the basic amount of milk shipped, be waived for the month of June.

### Pennsylvania State Dairy Herd Makes Excellent Record

That the milk supply from the dairy herd can be greatly increased by careful supervision over the health, breeding, feeding and stable management of the herd, has been demonstrated by the Pennsylvania Department of Agriculture in its supervision over the herds at the various state institutions.

The Wernersville herd consists of forty-six cows and during the past year these cows produced 299,263.6 pounds of milk, an average of 6,505 pounds per cow for the year.

## LATEST MARKET PRICES

### MAY MILK PRICES

Owing to the change in prices effective

May 18th, two sets of basic prices

are quoted to cover the month

The Basic and Surplus Plan of Purchasing milk in the Philadelphia territory again became effective with January. Under this plan the average quantity of milk shipped during October, November and December, 1920, is taken as the "basic quantity" and is paid for at the basic price named. All milk in excess of the basic quantity will be paid for on the basis of 92 score solid packed creamery butter New York City, plus 20 per cent.

Producers changing from one buyer to another after January 1st, are considered as having forfeited their basic standard and when taken on by other buyers are rated at a 50 per cent. basic and 50 per cent. surplus basis.

Prices subject to change whenever warranted by market conditions

F. O. B. Philadelphia

From these prices one cent per 46 cents (or one cent per 100 pounds) is to be deducted by the buyer, which together with one cent per 46 quarts, contributed by the buyer, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

May 1st to 17th

Test Per Cent.	Basic Price per 100 lbs.	Basic Price per quart	Price for all milk above the basic quantity
3.1	3.28	7.1	3.7
3.2	3.32	7.2	3.8
3.3	3.36	7.3	3.9
3.4	3.40	7.4	4.0
3.5	3.44	7.5	4.1
3.6	3.48	7.6	4.2
3.7	3.52	7.7	4.3
3.8	3.56	7.8	4.4
3.9	3.60	7.9	4.5
4.0	3.64	8.0	4.6
4.1	3.68	8.1	4.7
4.2	3.72	8.2	4.8
4.3	3.76	8.3	4.9
4.4	3.80	8.4	5.0
4.5	3.84	8.5	5.1
4.6	3.88	8.6	5.2
4.7	3.92	8.7	5.3
4.8	3.96	8.8	5.4
4.9	4.00	8.9	5.5
5.0	4.04	9.0	5.6
5.1	4.08	9.1	5.7

May 18th to 31st, 1921

F. O. B. Philadelphia

Test Per Cent.	Basic Price per 100 lbs.	Basic Price per quart	Price for all milk above the basic quantity
3.1	3.28	7.1	3.7
3.2	3.32	7.2	3.8
3.3	3.36	7.3	3.9
3.4	3.40	7.4	4.0
3.5	3.44	7.5	4.1
3.6	3.48	7.6	4.2
3.7	3.52	7.7	4.3
3.8	3.56	7.8	4.4
3.9	3.60	7.9	4.5
4.0	3.64	8.0	4.6
4.1	3.68	8.1	4.7
4.2	3.72	8.2	4.8
4.3	3.76	8.3	4.9
4.4	3.80	8.4	5.0
4.5	3.84	8.5	5.1
4.6	3.88	8.6	5.2
4.7	3.92	8.7	5.3
4.8	3.96	8.8	5.4
4.9	4.00	8.9	5.5
5.0	4.04	9.0	5.6
5.1	4.08	9.1	5.7

When the milk is not tested the price f. o. b. Philadelphia is 6 1/4 cents per quart

RECEIVING STATION PRICES

May 1st to 17th

Less Freight and Receiving Station Charges

Miles	Basic Price per 100 lbs.	Basic Price per quart	Price for all milk above the basic quantity
1 to 10 incl.	27	3.7	4.0
11 to 20	28	3.8	4.1
21 to 30	29	3.9	4.2
31 to 40	30	4.0	4.3
41 to 50	31	4.1	4.4
51 to 60	32	4.2	4.5
61 to 70	33	4.3	4.6
71 to 80	34	4.4	4.7
81 to 90	35	4.5	4.8
91 to 100	36	4.6	4.9
101 to 110	37	4.7	5.0
111 to 120	38	4.8	5.1
121 to 130	39	4.9	5.2
131 to 140	40	5.0	5.3
141 to 150	41	5.1	5.4
151 to 160	42	5.2	5.5
161 to 170	43	5.3	5.6
171 to 180	44	5.4	5.7
181 to 190	45	5.5	5.8
191 to 200	46	5.6	5.9
201 to 210	47	5.7	6.0
211 to 220	48	5.8	6.1
221 to 230	49	5.9	6.2
231 to 240	50	6.0	6.3
241 to 250	51	6.1	6.4
251 to 260	52	6.2	6.5
261 to 270	53	6.3	6.6
271 to 280	54	6.4	6.7
281 to 290	55	6.5	6.8
291 to 300	56	6.6	6.9

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31 to 40	30	4.0	4.3
41 to 50	31	4.1	4.4
51 to 60	32	4.2	4.5
61 to 70	33	4.3	4.6
71 to 80	34	4.4	4.7
81 to 90	35	4.5	4.8
91 to 100	36	4.6	4.9
101 to 110	37	4.7	5.0
111 to 120	38	4.8	5.1
121 to 130	39	4.9	5.2
131 to 140	40	5.0	5.3
141 to 150	41	5.1	5.4
151 to 160	42	5.2	5.5
161 to 170	43	5.3	5.6
171 to 180	44	5.4	5.7
181 to 190	45	5.5	5.8
191 to 200	46	5.6	5.9
201 to 210	47	5.7	6.0
211 to 220	48	5.8	6.1
221 to 230	49	5.9	6.2
231 to 240	50	6.0	6.3
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61 to 70	33	4.3	4.6
71 to 80	34	4.4	4.7
81 to 90	35	4.5	4.8
91 to 100	36	4.6	4.9
101 to 110	37	4.7	5.0
111 to 120	38	4.8	5.1
121 to 130	39	4.9	5.2
131 to 140	40	5.0	5.3
141 to 150	41	5.1	5.4
151 to 160	42	5.2	5.5
161 to 170	43	5.3	5.6
171 to 180	44	5.4	5.7
181 to 190	45	5.5	5.8
191 to 200	46	5.6	5.9
201 to 210	47	5.7	6.0
211 to 220	48	5.8	6.1
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291 to 300	56	6.6	6.9

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RECEIVING STATION PRICES





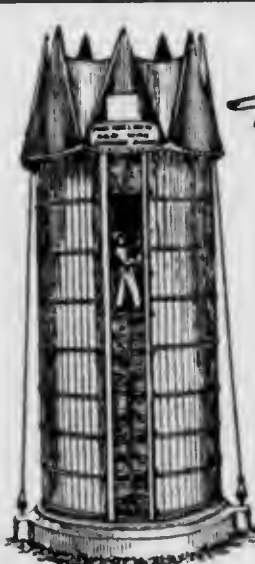
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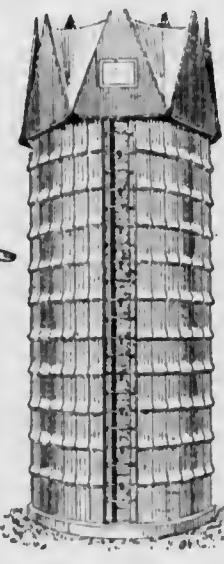
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30x3 3/8	75.00	1.20
30x3 1/8	70.00	1.10
30x2 3/4	65.00	1.00
30x2 1/2	60.00	.90
30x2 1/4	55.00	.80
30x2 1/8	50.00	.70
30x1 3/4	45.00	.60
30x1 3/8	40.00	.50
30x1 1/2	35.00	.40
30x1 1/4	30.00	.30
30x1 1/8	25.00	.20
30x1 1/4	20.00	.10

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## PROTECTION OF MILK IN TRANSPORTATION

Mr. Milk Producer:

In previous letters we have attempted to call your attention to various ways and methods of bettering the quality of the market milk which you produce. You can take every precaution with the milk itself but if you neglect to give your milk cans the proper protection after they are filled you are destroying your previous efforts to keep the milk cold. For example, if the cans are left out on a platform or carried long distances to the station without sufficient protection from the sun. It is not uncommon for cans to be left for an hour or longer without protection before they are picked up by the truck on the way to the milk station. Under such conditions milk is sure to have a high temperature and high acidity and be well on its way towards the souring point.

If such milk is turned down by the milk station manager, the producer in many instances is inclined to blame the manager; when in reality it is due to the producers' negligence. A clean wet blanket thrown over and around the cans would afford a splendid protection from the sun and help keep the milk cold. The evaporation of moisture from the blanket is a cooling process, hence tends to keep the milk cold. This is a simple and inexpensive remedy and should be generally adopted.

The U. S. Dairy Division has made some very careful and exhaustive experiments to determine the relative efficiency of ordinary milk cans compared with jacketed and insulated cans keeping milk cold during long shipments. In these experiments four types of 10 gallon cans were used, No. 1 being insulated, No. 2 having a 1-inch felt jacket, No. 3 having a 3-inch felt jacket, and No. 4 being the ordinary milk can. The cans were filled with milk cooled to 44° F. and were hauled in an open truck a distance of 13 miles from the farm to the railroad station. The air temperature during the 2 1/2 hours' haul was about 80° F. Upon arrival at the station cans were shipped in an ordinary baggage car which was opened in transit to receive and discharge baggage from Washington D. C., to New Orleans, La., a distance of 1,120 miles.

The rise in temperature of the milk and the temperature of the surrounding air during transportation was obtained by means of recording thermometers. The milk in the ordinary can reached 60° F. after it had travelled about 10 miles from the farm (an increase of 16° F.). The increase in the can covered with a 1-inch felt jacket (probably about equal to two ordinary horse blankets), reached 60° F. after approximately 268 miles of travel; the milk in the can covered with a 1-inch felt jacket reached 60° F. after 332 miles; and in the insulated can after 650 miles. The average air temperature during the journey was 80° F. Compared with the ordinary can, the 1-inch jacketed can can allow milk to be shipped 26 times as far before it reached 60° F.; the milk in the 1-inch felt jacketed can travelled 33 times as far; and that in the insulated can 65 times as far.

The test demonstrates that the temperature of the milk upon its arrival at destination is no indication of the temperature it has experienced in transit and that jacketed and insulated cans prevent rapid fluctuations in temperature.

THE LESSON IN THE EXPERIMENT FOR YOU, MR. PRODUCER, IS THAT WHEN MILK IS COOLED ON THE FARM IT MAY, THROUGH THE USE OF FELT JACKETED OR EVEN COMMON BLANKETS REACH THE MARKET WITH BUT A FEW DEGREES RISE IN TEMPERATURE IN VERY HOT WEATHER.

Don't you think it would pay you this coming summer to use some form of protection for your milk cans and avoid loss from sour milk?

It is impossible for the distributors in the city to furnish a fresh and wholesome milk to the consumers unless the producers do their part in cooling milk properly and keeping it cool as long as it is in their control.

The above has been distributed among the patrons of one of the large Philadelphia distributors. We deem it worthy of reproduction.—Editor.

## FARM BUREAU NEWS

The results of semi-official testing in Chester county for April are as follows:

		Milk	%	Fat
Jr. 3 Golden Secrets Pearl	M. T. Phillips, Pomeroy, Pa.	121.1	4.459	5.400
Jr. 3 Golden Secrets Pearl	(Retest)	109.4	4.653	5.091
Sr. 2 Clover of Wellslea	I. I. Wells, Spring City	74.2	5.443	4.039

Three of the Jerseys of the county completed the following records in April.

	Milk	Fat
Sr. 4 Highland Undine	9498	452.37
Sr. 4 Highland Usefulness	10527	592.78
Mature Highland Triumph	9904	464.20

A Holstein owned by C. R. Hill, West Chester, Pa., made a record of 12729.6 lbs. of milk and 461.547 lbs. of fat for the year.

## FARM BUREAU NEWS

County Agent, Wm. Vandegrift, of Chester county announces that if any farmers in that section have clover fields that were damaged by the late freeze, they are likely to find themselves short of high protein roughage, especially those with dairy or beef cattle to feed. He says that probably the best catch crop to fill this need are soy beans sown at the rate of about one and a half bushels per acre any time up to June 15th. The freeze damaged the clover in southeastern counties, and the Pennsylvania State College Agricultural Extension Department advises a checking up of the damage in this locality.

For sowing soybeans the grain drill can be used, set for two bushels of oats per acre. For hay, a rather large growing variety such as the Wilson, Medium Yellow or Brown, or even Mammoth Yellow should be used. Some fertilizer, preferably bone or acid phosphate should be used for best results. Inoculation with culture or soil from a field where beans showed root nodules last year should never be neglected. Uninoculated beans

may grow fairly well on good soil, but are generally yellow, smaller, lower in protein and more exhaustive to the soil than where inoculation is attended to. A small amount of soil may simply be mixed with the moistened beans.

The beans should be cut for hay before the leaves begin to yellow and fall or before the season is too far advanced to finish fair curing weather. The stage of maturity is not vitally important. The hay should be put in cocks when wilted and left until dry enough to store. It is not seriously hurt by bad weather and has a feeding value similar to, or superior to, good clover. Ten pounds of Sudan grass is sometimes mixed with a bushel of soy to add bulk to the hay and improve its handling and curing.

You can't make high grade milk out of low testing cows merely by selling it through a co-operative marketing organization. Quality, care and good cows are necessary to produce results. An all round square deal will continue to be the compelling force of all right thinking dairymen.

## BREAK IN MILK PRICES

(Continued from Page 1)

had a very marked influence as far as fluid milk is concerned, in that distributors and manufacturers of milk products had a greater supply from their own field than they could absorb, but which they were, from a business standpoint, bound to continue taking. Nevertheless such offerings were a moral factor in depressing the market.

### Heavy Sales of Cheap Cream

Far more important and more direct in its influence has been the competition which developed from offerings and shipments of cheap cream, which in instances has come from points considerably distant from this territory.

On the basis of 8 cents per quart for 4 per cent. milk, delivered Philadelphia, forty per cent. cream sold nominally at \$26 to \$28 per can of 40 quarts. Prices, since early in the year have been gradually declining. As prices paid producers in other districts declined and lower figures were fixed by condensaries, competition in the cream market increased. Cream from Canada, New York, and from Ohio, as well as points just beyond the borders of the natural Philadelphia Shed, where prices were low or buyers paid any price they wanted to, was offered in this market at prices dollars below quotations that local dealers could meet. A considerable quantity of this cream was bought and naturally took the place of such cream as is customarily obtained from the surplus supply of the district at this season of the year.

Early in May 40 per cent. cream was nominally quotable at \$16 to \$22 per can. As it requires 10 cans of 4% milk to make one can of cream and the producer was paid from \$3.08 to \$3.68 per hundred for the milk, or a weighted average of \$2.82 per hundred in April, in the 50 mile zone, it does not require much figuring to find a decided loss in the turn over even though there be a market for the skimmed milk.

Under recently existing prices it was impossible, even under the weighted average price early in May to compete with outside offerings of cream which have been made in this market.

### Influence of Butter Prices

A seasonable decline in butter prices was natural, although it was not believed that the bottom would drop so completely out of the market as it did during the late April and early May. With the flush of the milk season the butter supply increased and prices declined. In the west the season began about two weeks earlier than usual. The flow of milk, as reported by the large centralized butter plants in the west, shows an increase of from 40 to 45 per cent.

About the middle of May 92 score solid packed creamery butter, New York City ranged at 29 to 29 1/2 cents, as compared to 62 1/2 to 63 cents last year. Last year butter went into storage at high prices and this season buyers appeared to be determined not to store butter until prices had reached a rock bottom level. At current quotations butter is being freely stored. The following comparative prices show the range of prices from 1914 to the present time.

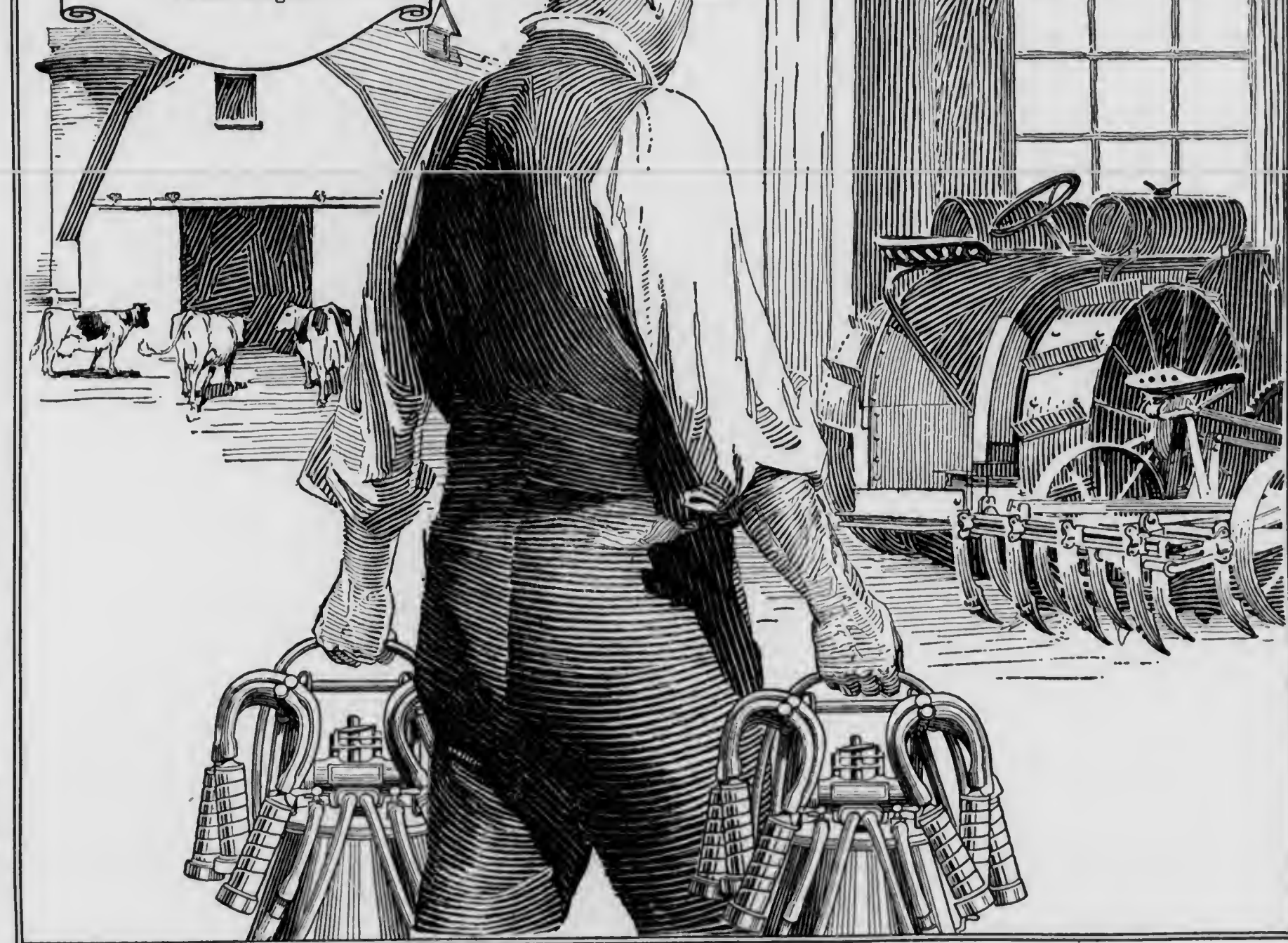
### May 16th Yearly

1914 25 to 26c	1918 46 to 46 1/2c
1915 27 1/2	1919 59 1/2 to 60c
1916 31	1920 62 1/2 to 63c
1917 39 1/2	1921 29 to 29 1/2c

(Continued on page 13)

## WHY MILK BY HAND?

"Perfection has proven to be the most economical farm machine I ever bought."



"My Perfection has cost me less for repairs than any other tool on my farm. As an investment it paid 100% within a year and I know that my cows are always milked clean." —W. H. MEAD.

## The Most Economical Farm Machine

IT is poor economy to do work by hand that can be better done with machinery.

Feed and labor costs constitute the bulk of dairy production expense. While you cannot materially reduce feed costs and maintain maximum dairy production, you can reduce the expense of milking to a fraction of your present cost when you milk with a Perfection Milker.

Hired help is expensive and hard to get when there is hand milking to be done. And the

high cost of help for hand milking adds nothing to the value of the product.

Why cling to the old fashioned and more expensive method of hand milking when the Perfection makes it possible for you to spend more of your time at other profitable work.

At an operating cost of but a few cents a day one man with Perfection saves you the time and wages of two hand milkers.

### Investigate Its Economy

Familiarize yourself with the economy of a Perfection Milker. Send today for your free copy of "What the Dairyman Wants to Know." Why milk by hand? Perfection milks more economically.

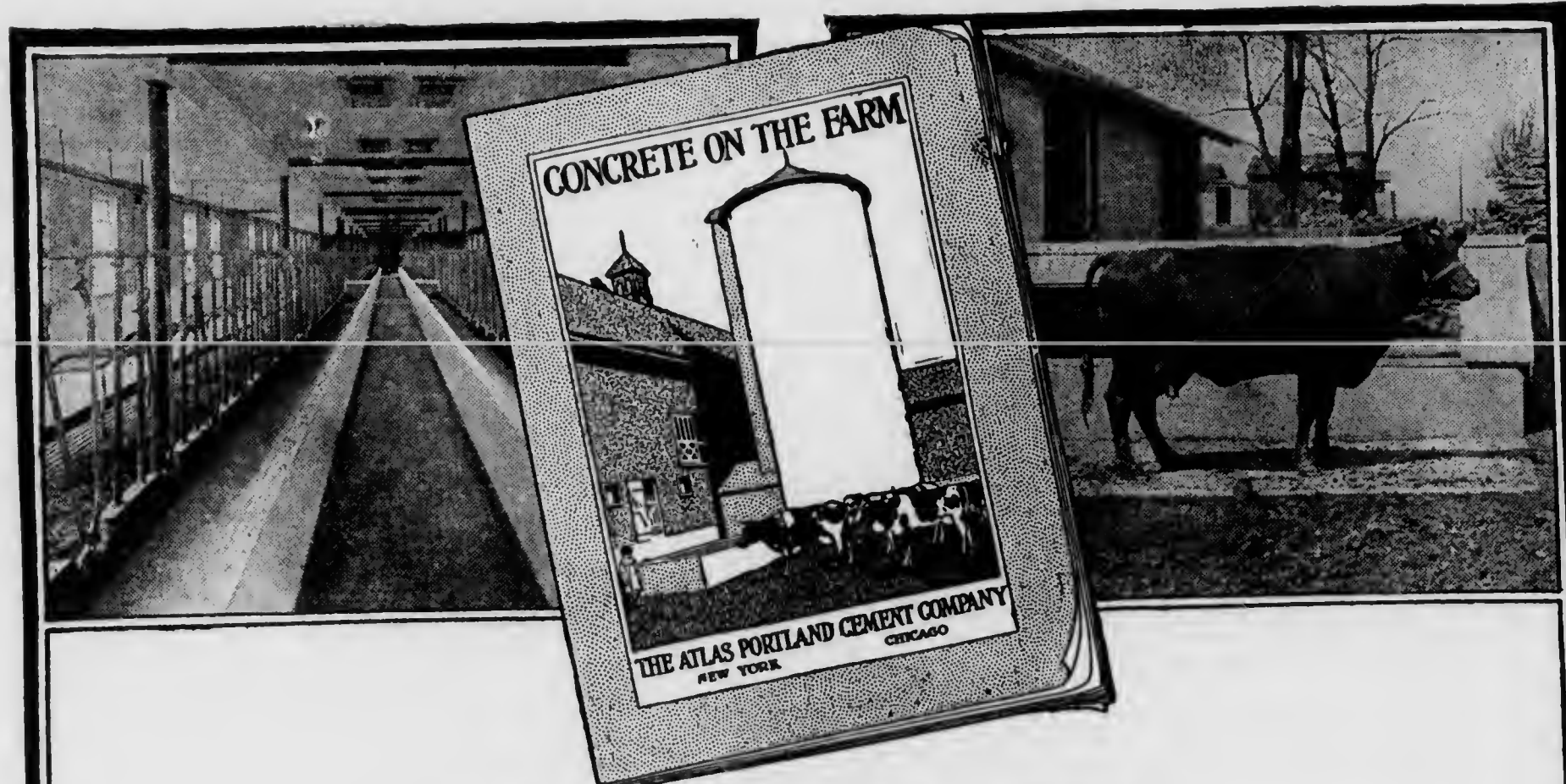
## Perfection Manufacturing Company

448 S. Clinton St.  
Syracuse, New York

2168 E. Hennepin Ave.  
Minneapolis, Minnesota

# PERFECTION MILKER



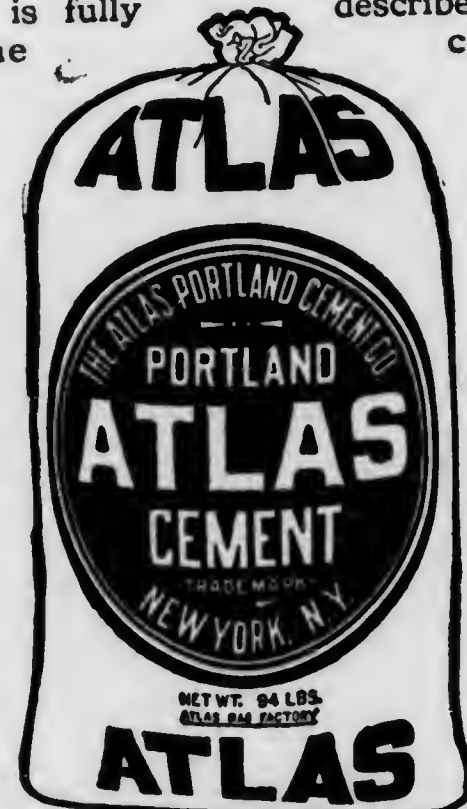


## Build with Concrete

ATLAS Cement offers a wide range of opportunities for farm improvement, increased production and economical upkeep. And the building of everything from small concrete construction to the largest barn is fully described in our book, "Concrete on the Farm". Fill out and send the coupon to our nearest office.

### Keep Stock Contented

It is an established fact that contented cows thrive better and give more and richer milk. Contentment comes with better and more sanitary housing conditions. A concrete dairy barn is easily kept clean, is most highly resistant to changes in temperature, and its first cost is the last cost—no upkeep; no repairs.



### Keep Them Healthy

Give them clean, cool water from a sanitary concrete trough. Such a trough is permanent, is easily cleaned and needs no repairs. It helps to assure healthier cows, cleaner milk and greater profits. You can easily build your own with spare-time farm labor.

"The Standard by which all other makes are measured"

**The Atlas Portland Cement Company**  
NEW YORK Boston Philadelphia Birmingham Dayton Des Moines St. Louis CHICAGO

The Atlas Portland Cement Company  
(Address the Atlas Office nearest you)  
Please send me a copy of "Concrete on the Farm" without cost or obligation.

Name .....  
Address .....

### SUCCESSFUL MILK CAMPAIGN PUT ON IN SOUTHERN CITY

What a city can do toward increasing consumption of milk as a means of improving health is strikingly shown by the results obtained through the milk campaign held in Greenville, S. C. March 14 to 19. This campaign, which was initiated by the State board of health of South Carolina, is one of the first ever held in the South. The city council of Greenville, realizing the possibilities for good that such a movement might carry with it, agreed to pay all the expenses of the campaign, while merchants, manufacturers, and civic organizations gave the fullest cooperation to the extension forces of Clemson and Winthrop Colleges and to the representative of the Dairy Division of the United States Department of Agriculture who aided in putting over the campaign.

#### School Survey Shows Undernourishment.

The campaign was unique in several respects. For one thing, every child in the public schools and in the mill schools was reached directly by speakers, who were furnished largely by the two colleges, and by local nurses. The school

work was considered especially important in view of the fact that a survey of 3,114 children in the Greenville schools had shown that 21 per cent of the white children and 14 per cent of the colored children were 10 per cent or more under weight. The average of both was 19.2 per cent.

A dietary survey of the 2,081 white children brought to light the fact that only 44 per cent of them were drinking milk daily, and that only 32 per cent were using as much as a pint daily. Forty-four per cent were drinking tea and coffee daily, and 13 per cent got no milk at all. Among the 1,203 colored children it was found that only 23 per cent were receiving milk daily, and only 11 per cent were getting as much as a pint.

In view of the undernourishment prevalent among the children, these figures pointed to the fact that not enough attention was being given to those food which are necessary to the development of growing children, and it was believed that a greater use of milk in the diet would tend to improve this condition.

It is interesting to note that of the 13

star pupils in one school all were drinking milk, except one who was barely over the line.

The school was only one of the methods used to put over the message of milk for health. The club women of Greenville arranged for two movie shows of special milk films for children; and at every performance of all moving-picture theaters in the city a milk film was shown. Fifteen merchants contributed windows for exhibits, one of the most interesting of which illustrated the various tests used by the health department in safeguarding the quality of the milk supply, including the sediment, bacteria, and butterfat tests. Local business houses contributed a large amount of advertising space to the story of milk.

Final figures on the results of the campaign in increasing the use of milk have not been received, but the indications are that the increase will be large. One dairyman reported that after the campaign started the calls for milk had doubled, and that he had not been able to meet the demand; while two others stated that they had been forced to buy more cows.

### MILK SUBSTITUTES

We must not fail to remember that the use of imitation milk or compounds of skimmed milk and coconut oil just supplants so much fluid milk.

The sale of these substitutes goes on, and the purchase and use of the same just cuts down the comparative consumption of pure straight milk.

Remember—Hebe, Carolene, Neco, Enzo, Silver Key and a number of such fanciful named products are coconut oil compounds.

The Board of Health of New York City has adopted the following amendment to the sanitary code:

"Section 179. Prohibiting the manufacture, sale and distribution of imitation milk and cream. No person shall sell, or exchange, or offer or expose for sale or exchange, any substance in imitation or semblance of milk or cream which is not milk or cream, or exchange, or offer to expose for sale or exchange, any such substance as and for milk or cream, or sell, or exchange, any article of food made from such milk or cream, or manufacture from any such milk or cream any article of food."

Reports are now prevalent that in addition to coconut oil as the fat filler of this imitation milk, the use of soybean oil is being exploited. It is stated that the soybean compound will be marketed in the bakeries.

It is to be regretted that recent legislation prohibiting such compounds was not successful. At the same time, it simply illustrates the necessity of counteracting the manufacture and sale of these compounds, if the dairy industry is to live and the health of the public at large protected.

### CONSERVATION OF MANURE INCREASES CROP YIELDS

Farmers in some parts of Eastern Pennsylvania, notably in Chester county, have been saving barnyard manure in walled enclosures adjacent to the stables, often paved with flagstones, for more than a century. The value of this efficiency has been shown in an investigation embracing the standards of management on 10 farms selected by specialists of the United States Department of Agriculture in the region mentioned, and the results are embodied in Farmers' Bulletin 978, which may be had free upon application to the Division of Publications.

The bulletin shows that the average yield of corn for the state is 42.50 bushels an acre, while on the 10 selected farms it is 85.50 bushels; the average wheat yield for the state is 18 bushels and for the 10 farms 29.75; hay average for the state is 1.43 tons an acre and for the 10 farms 2.65 tons; while the three farms that grew oats produced an average of 45 bushels an acre as compared with the state average of 33.10 bushels.

A survey of 378 farms in Chester county on which exceptionally high standards of management are maintained, including close attention to handling of barnyard manure, showed an average corn yield of 65.3 bushels; wheat 24.8, and oats 41.6. The comparatively high yields in Chester county, the specialists say, cannot be credited entirely to the way in which manure is handled, because the soil in that county is much better than the State's average soil, but special attention to manure and its conservation has been an outstanding feature of that county's farming.

The time to apply gypsum is in the early spring, about the time growth begins. It should be used as a top dressing and application should be repeated every two or three years. Sow gypsum on your alfalfa seedling this spring, leaving a few strips untreated. Then let the comparative results speak for themselves.

Balanced rations are as good for man as for beast. Use more milk.

### THE VALUE OF ALFALFA IN MODERN FARMING

By A. B. Carson

The successful farmer of today is a good business man. Following his vocation primarily for the purpose of making money, he must make every dollar of his investment yield a maximum return. Briefly, his problem is how to increase his net profits per acre. One of his greatest aids in accomplishing this result is the raising of alfalfa.

There is no common farm crop that can begin to compare with alfalfa in producing economical and digestible food for live stock. One ton contains as much digestible protein as 1600 pounds of wheat bran. At the same time, properly grown of course, it fixes and adds to the farm more than twenty dollars worth of nitrogen per year-acre.

As every farmer knows, nitrogen, abundantly and economically applied, is absolutely essential to the maintenance of fertility. Perhaps the greatest value of alfalfa is its ability to convert atmospheric nitrogen into organic nitrogen. In its roots and successive growths of tops it stores far more nitrogen within a few years than is possible to any other legume. And it may be added that on the average a ton of hay contains more nitrogen than four tons of fresh barnyard manure.

Many farmers have found that the best plan for alfalfa is a six year's rotation with corn and oats. This plan insures a rich sod for corn. And the manure made from the hay helps to solve the general fertility problem.

All in all alfalfa brings to the farm a large amount of plant food which can be distributed over the land in the manure. In addition the roots and stubble store away nitrogen in the ground to feed a successive corn crop and a small grain crop which may follow the corn. Finally, the condition of the soil and the subsoil is greatly improved, having been filled with organic matter by the roots.

The practical, dollars-and-cents value of alfalfa is now an accepted fact. But in many parts of the United States great difficulty is experienced in getting good yields of this crop and maintaining permanent stands. This is true even on the best soils abundantly supplied with phosphorus and lime and inoculated with the proper root organism. The chief difficulty is that the soil lacks sulphur, alfalfa being a plant of very high sulphur requirement. The remedy for this condition is the regular application of a fertilizer of high sulphur content. In this connection it should be noted that alfalfa is also a great lover of calcium.

Agricultural gypsum supplies sulphur in an immediately available and neutral form. An untreated, ground, natural rock-fertilizer, it is composed mainly of hydrated calcium sulphate. It therefore bears two essential plant foods—calcium and sulphur.

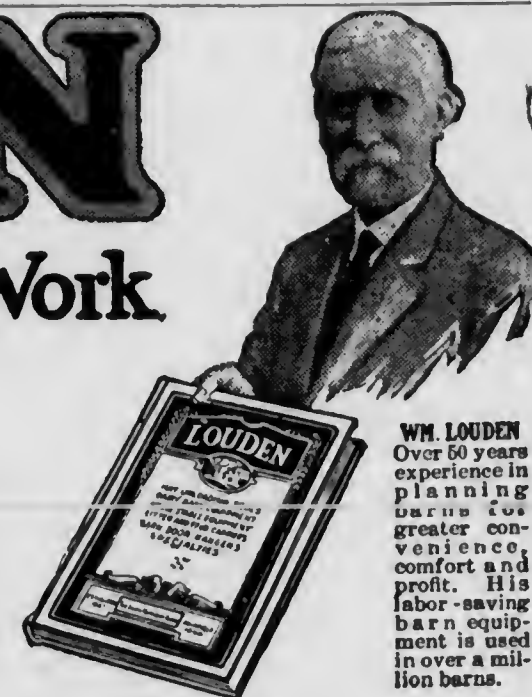
The experience of practical farmers, not only in California, Washington and Oregon, but in various sections of the great Mississippi Valley, has proved conclusively that the systematic use of agricultural gypsum increases the tonnage of alfalfa several hundred per cent.

The time to apply gypsum is in the early spring, about the time growth begins. It should be used as a top dressing and application should be repeated every two or three years. Sow gypsum on your alfalfa seedling this spring, leaving a few strips untreated. Then let the comparative results speak for themselves.

Balanced rations are as good for man as for beast. Use more milk.

# LOUDEN

## Equipment Saves Half the Barn Work



WM. LOUDEN  
Over 50 years experience in planning and building barns. His labor-saving equipment is used in over a million barns.

### Begins Making Money the Day It Is Installed

Louden Labor-Saving Barn Equipment actually cuts the cost of caring for cows in two. It does away with all hard work in the barn—transforms the uncomfortable, unsanitary, inconvenient, money-losing barn into a pleasant home for live stock, easily kept clean. It enables a boy to do a man's work—turns loss into profit. It is not necessary to fit your barn completely with Louden Equipment in order to show results, nor to have a large barn, or to build a new one, or make any material changes in your present barn—because

### Every Louden Equipment Is a Proved Labor Saver

Stalls and Stanchions enable one man to take care of twice the number of cows. Louden Swinging Stanchion insures real pasture comfort in the barn. Litter Carriers save over half the work and time of barn cleaning—every day in the year—for years to come.

### Unlike Any Other Barn Equipment on the Market

Through over 50 years' experience in building Louden Equipment, we know that any equipment used in connection with live stock must be simple, strong, free from trouble-making attachments and must offer no chance for injury, at the same time be pleasing in appearance. Louden Equipment is distinguished for all of these qualities—and more. Louden Equipment is not costly. Meets the requirements of the smallest general-purpose barn, as well as of the largest dairy barn—always pays its way even with a few cows.

Write for Our Big Illustrated Catalog. It is a 224-page book, showing Louden Steel Stalls and Stanchions, Animal Pens of all kinds, Litter and Equipment, Power Hoists, Barn and Garage Door Hangers, Cupolas, Ventilators—Everything for the barn. Sent postpaid—no charge—no obligation. Coupon or a post card brings you this book, also Louden Barn Plans and expert barn building service, if you expect to build or remodel a barn.

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Fairfield, Iowa  
(Established 1867)



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Write also for "Louden Barn Plans." Not a catalog—but a 112-page book all on barn building. Shows 74 barns with estimated cost. Illustrations on every page. Write today—no charge—no obligation. If you contemplate building or remodeling a barn, write us what kind of barn you have in mind, number and kind of stock you wish to house. We offer you money saving suggestions and sketches embodying your ideas—no charge.

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I expect to build (remodel) a barn about (date) ..... for ..... cows ..... horses.  
Am interested in ..... Stalls ..... Stanchions  
..... Carriers ..... Water Bowls ..... Animal Pens  
Name .....  
Post Office ..... State .....

### EMERGENCY TARIFF

After considerable debate and various hearings the Emergency Tariff bill, which failed to pass in the last session of Congress, was finally passed and concurred in by the Senate and House of Representatives and has had the signature of the President. The bill becomes effective at once and covers a period of six months, by which time, it is expected that a new tariff bill will have become a law.

Some of the more important schedules of interest to agriculturists and dairymen are as follows:

Wheat, 35 cents a bushel; corn, 15 cents a bushel; potatoes, 25 cents a bushel; onions, 40 cents a bushel.

Oils—Peanut, 26 cents per gallon; cottonseed, coconut and soybean, 20 cents per gallon; Olive oil, 40 cents in bulk and 50 cents per gallon in containers less than 5 gallon capacity.

Cattle, 30 per cent. ad valorem.  
Sheep, one year or older, \$2 per head, less than one year, \$1 per head.

Cattle and sheep and other stock imported for the purpose of breeding shall be admitted free of duty.

Butter and substitutes therefore, 6 cents a pound.

Cheese and substitutes, 23c ad valorem.  
Milk, fresh, 2 cents per gallon.  
Cream, 5 cents per gallon.

Milk, preserved, condensed or sterilized by heat or other processes, including weight of immediate coverings, 2 cents per pound. Sugar of milk, 5 cents per pound.

An anti-dumping clause is contained in the bill, under which the secretary of the treasury has the power to levy additional duties on such articles that may be imported and offered for sale at prices less than the foreign value, briefly, in other words, the dumping of foreign products at prices lower than such goods are legitimately marketed at home is prohibited.

### CAPPER-VOLSTEAD BILL

The Capper-Volstead Co-operative bill H. R. 2373 has been passed by the House. It is understood that it will be reported out by the Senate Committee on Judiciary in the near future and that amendments that were incorporated in the bill at the last session will be again added

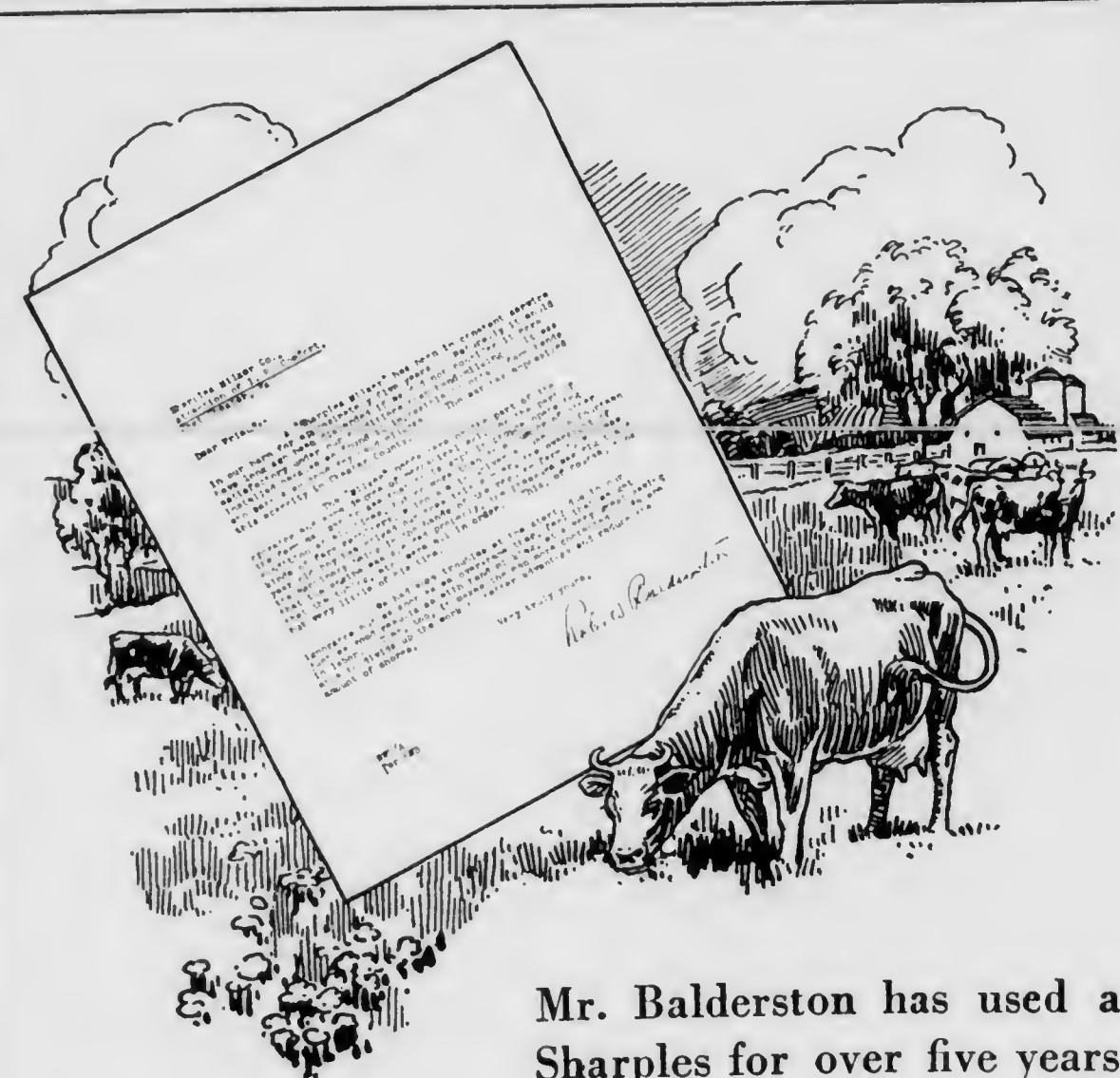
to the bill. These proposed amendments will, it is said destroy the usefulness of the bill.

It will be helpful if the officers of the Inter-State Milk Producers locals write their United States Senators, that the bill be passed by the Senate in the same form as it was passed by the House.

Neatness, cleanliness and order in the garden help in the fight against insects and diseases. As a general rule, the residue of the garden should be burned. Do this promptly, so that insects and disease spores may not be harbored by the rubbish. Just as soon as any crop is gathered, remove the trash, spade up the ground and plant something else. Keep the garden free from weeds at all times, and this can best be done by frequent cultivation which destroys the weed seeds as soon as they sprout.

Co-operative marketing produces results not by means of any magical power but by applying united effort and good business to common problems. This fact points to the importance of observing carefully the requirements for success.





Mr. Balderston has used a Sharples for over five years

"Naturally," writes Mr. Robert W. Balderston, Secretary of the Inter-State Milk Producers' Association—"it would have been discarded years ago if we did not consider it more satisfactory than any other milker. Then, too, it makes the men more contented. We are able to divide the work to better advantage and reduce the amount of chores. A fourteen year old boy milks four cows this summer."

No other milker has a positive squeeze. No other milker even squeezes the teats out of round. No other milker uses compressed air. Sharples patents protect this absolutely. Most cows give down more milk to the gentle, comfortable Sharples sucking action than they do to hand milking. They like it and it increases the milk yield.

The Sharples Master Milker—for large or small dairies—is now in satisfactory use on over a million cows. Our Moto Milker is an electric, portable milker made especially for six to twenty cow dairies that have electricity.

Let us send free, descriptive booklet.

THE SHARPLES MILKER COMPANY  
WEST CHESTER, PA.

Chicago San Francisco Toronto

**SHARPLES MILKER**



### The Clean-Up

of stables, pig-pens, poultry houses, cellars, outbuildings, etc., can be done with less labor, in less time and with better results if you will use Carbola—the combined paint and disinfectant. It helps prevent the start and spread of contagious diseases that might wipe out your entire flock or herd. It makes your work easier. It increases the light in your buildings—makes them sweet-smelling—improves their appearance—puts them in shape to pass the inspection of milk companies or health authorities.

Poultry and livestock never produce their best in dark, dirty and gloomy living-quarters. The liberal use of Carbola means more dollars and cents in your pocket.

**CARBOLA**  
The Disinfecting White Paint

is a white paint in powder form, combined with a disinfectant twenty times stronger than carbolic acid. Mix it with water and in a few minutes you have a smooth-flowing paint and a disinfectant that goes on the wall in one operation. It can be applied with a brush or spray pump to wood, brick, stone, cement, plasterboard, etc., or over whitewash. It will not clog the sprayer nor blister, flake or peel off. It is non-caustic and harmless to the smallest chick or stock that licks a painted surface.

#### Use It Instead of Whitewash and Disinfectants

where you have been using whitewash and disinfectants or just whitewash. One gallon covers 200 square feet, and it dries with a smooth finish. Use the dry powder as a loose powder on poultry, cattle, horses, hogs. You will find it excellent for this purpose and it costs only one-third as much as other brands.

Your hardware, seed, drug or paint dealer has Carbola or can get it. If not, order direct—prompt shipment by parcel post or express. Satisfaction or money back.

10 lbs. (10 gals.) \$1.25 and postage 20 lbs. (20 gals.) \$2.50 delivered 50 lbs. (50 gals.) \$5.00 delivered  
200 lb. bags \$18.00 delivered Trial package and interesting booklet 30c postpaid.

Add 25% for Texas and Rocky Mountain States

CARBOLA CHEMICAL CO., Inc., 299 Ely Ave., Dept. W Long Island City, New York

Mention the Review when writing advertisers

### Valentine's Ashburn Baronet 14th Gold Medal Bull of the Jersey Breed

Valentine's Ashburn Baronet No. 100044, the 14th Jersey bull to be awarded the American Jersey Cattle Gold Medal.

His three Gold Medal daughters with their records are as follows:

Countess Stella of Ashburn completed her year's test June 10th, 1920, begun at three years, five months old with 771.80 pounds of butterfat, 10,743 pounds of milk. Her average test was 7.18 per cent.

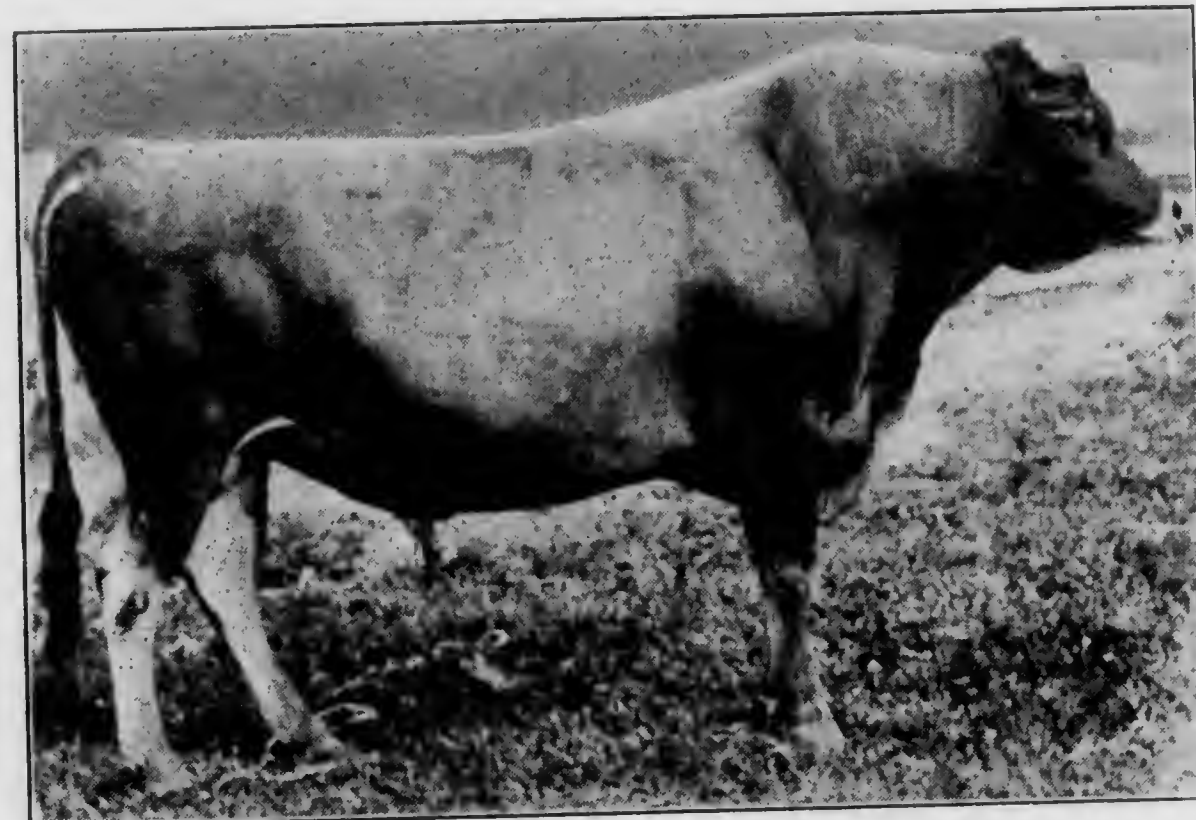
Lulu May of Ashburn began at five years, five months. She finished July 12, 1920, with 711.28 pounds of butterfat, 12,006 pounds of milk with an average test of 5.92 per cent.

Clara's Lottie of Ashburn beginning at four years, one month, finished October 5, 1920, with 735.94 pounds of butterfat, 13,206.5 pounds milk with an average test of 5.57 per cent.

On the sire's side he traces to Island Breeding, on the dam's side, through his maternal granddam he goes back to Tormentor and Oonan.

He has sixteen daughters in the Register of Merit, others have qualified, and more are on test and he is now only ten years of age.

Valentine's Ashburn Baronet's dam is Lad's Valentine 195635 and his sire is Baronetti's Golden Lad 67908, a son of Baronetti of Ingleside which finished



sixth in the four months' test at the Louisiana Purchase Exposition at St. Louis, in 1904, despite the fact that she was four months in milk when the test was started. Her best day's milk when fresh was over sixty pounds, and she milked over forty-five pounds at St. Louis. The next year she won first as aged cow at the Missouri State Fair.

The Kentucky Agricultural Experiment Station, Lexington, Ky., bred this bull. He is now owned by J. M. Dickson & Son, Shedd, Oregon.

### Pennsylvania One of Leading States in Advanced Registry

That Pennsylvania is one of the leading dairy states is shown in its standing in Advanced Registry testing of pure bred cattle. Pennsylvania leads all other states in the testing of Ayrshires, having 20 herds with 250 cows on test; it holds third ranking in Guernseys with 199 on test; fourth with Holstein-Friesians, 140 on yearly test and over 500 on short time tests. There are 145 Jerseys on test at this time. If you own a pure bred dairy herd of any breed, see your county agent and talk over the possibility of testing your cows.—State College.

Milk For Health

### DAYLIGHT SAVING

While daylight saving measures have been defeated in several state legislatures including Pennsylvania, many cities and towns have through local legislation secured a modified plan of daylight saving which advances the clock one hour.

The city council of Philadelphia has passed an ordinance advancing the official city clocks one hour on June 5th. It is expected that practically all of the business clocks, banks and federal departments will co-operate.

The railroads have a new train schedule prepared advancing many of their trains to conform with the new schedule.

The Inter-State Milk Producers Association has been active in effort looking toward possible changes in schedules of milk trains and have been assured by the various railroads that with one or two exceptions, the old schedule—that is the old standard time of departure of milk trains will be adhered to.

In one or more instances, particularly on branch lines, where but few trains are operated the railroads will be forced to advance their schedule in order to conform to the necessarily earlier suburban traffic.

Healthy, Pure-Bred  
Foundation  
Stock

# CHESTER COUNTY

Healthy, Pure-Bred  
Foundation  
Stock

"THE COUNTY THAT COUNTS"

## Guernseys

### May-Rose Breeding

#### HERD SIRES

LANGWATER HERO  
No. 39634

Son of Langwater Heroine, A. R. record, 16221.1 lbs. milk, 805.64 lbs. fat in Class D.

LANGWATER ROYAL  
25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

M. M. Hollingsworth & Son

Landenberg, Pa.

ACCREDITED HERD

## Guernseys

### Maple Shade Farms

60 Registered  
Guernseys

The cows that give the high priced milk

Federal Accredited Herd No. 8430

#### HERD SIRES

Laverna's Ultra May King  
24660 A. R.

Gerar Pearl's Royal 58411  
His four full sisters records average 739.91 lbs. butter fat

M. T. PHILLIPS

Pomeroy, Pa.



## Towns End Farms

Can supply your wants in bulls of serviceable age or bred heifers backed by yearly records, Uncle Sam's Health Guarantee and a double cross of the blood of the great King Segis

E. P. Allinson

WEST CHESTER, PA.

ACCREDITED HERD



## Crystal Farm

Home of

WINTERTHUR JOHANNA  
PRILLY SEGIS 206498

Seven A. R. O. Daughters

The best son of Sir Inka Prilly Segis from the best daughter of the 40 lb. bull Johanna King Segis. There is King Segis breeding transmitting good individuality and production.

Approved Cows Taken for Service

Cows and Bulls for Sale

Charles J. Garrett

West Chester, Pa.

FEDERAL SUPERVISION

## Jerseys

#### BULLS

A Few Choice  
Heifers

from

A. R. O. Cows

sired by

Financial Satin Noble

\$100 and Up

80 to Pick From

HIGHLAND FARMS

West Chester, Pa.

ACCREDITED HERD

## Jerseys

Financial Sensation  
153793

"The Best Bred Bull in the World"

Heads the Herd at

Greystone  
Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

## Ayrshires

CONSTITUTION QUANTITY  
CONFORMATION QUALITY

Stock of All Ages

Male and Female  
for Sale

Prices and Pedigrees  
on Application

Dr. E. C. DEUBLER

Berwyn, Pa.

ACCREDITED HERD

## Ayrshires

Delchester  
Farms

Tell us your wants and we can supply them at prices you can afford to pay.

Aged cows, bred to Glenury, an A. R. son of Finlayston.

Aged cows, bred to Rena's Baron of Highland, an outstanding son of Baron's Best of Bargenoch.

Heifers, bred to these two great sires.

Young heifers.

Bull calves.

All the above stock carries some of the best producing blood of the breed with A. R. ancestry on both sides.

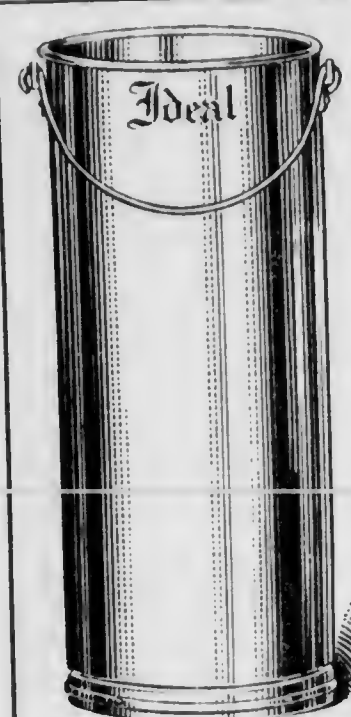
Herd free from tuberculosis

Delchester Farms

THOMAS W. CLARK, Supt.

Edgemont, Del. Co., Pa.





### The Ideal Milk and Cheese Setting Can

The Ideal Can with its patented wear-resisting bottom will outlast any number of the ordinary setting cans.

The Ideal has become a factor in the up-to-date creamery, eliminating the constant expense of repairing the average can. Whether you can use one can or thousands, it will pay you to investigate the merits of our Ideal.

Made by the makers of the Famous Ideal Ventilator Covers



Patent applied for

Now is the time to use our Ideal Ventilator Covers. Will keep your milk and cheese clean and pure. Allows perfect ventilation, at the same time keeping out the flies, insects and dirt. Made to fit all standard cans.

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MANUFACTURERS  
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### HARDER SILOS

#### More milk-less cost

Silage means more milk because it's moist and green and healthful. Silage means less cost because it saves on grain, hay and high-priced mill feeds.

A Harder Silo means the best silage because the smooth round wooden walls keep out the air, keep in the heat and allow perfect fermentation.

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Good as at little territory  
open for live agents

**Harder**  
**Mfg. Corp.**

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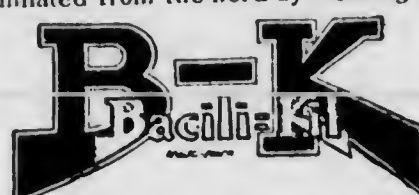


**Improve Milk Quality**  
Cool and aerate milk at one time—half  
germ growth—remove odors.  
**GENUINE IMPROVED CHAMPION**  
stops waste and loss—saves its cost in  
one week. Write for Free Folder.  
**CHAMPION MILK COOLER CO.**  
Dept. 22, Cortland, N. Y.

### Abortion



due to a germ infection is prevented and  
eliminated from the herd by treating with



B-K kills these germs without irritating  
the tissues and restores the reproductive  
organs to normal. It is a very powerful  
disinfectant, a pure sodium hypochlorite  
that many Veterinarians and doctors  
prescribe—well known to most scientists  
and used by the best breeders for years.  
Philadelphia Farmers and Dairymen Supply Co.  
1918 Market St., Philadelphia, Pa.

Don't take a chance and be  
without it. You will surely need  
it—for calf scours, barrenness,  
retained afterbirth—or any  
germ infection.

And B-K is always ready.

1 Gal. and 5 Gal. Pkgs.



### Which Way— Is Your Farm Going?

Is it moving toward greater  
fertility, greater production,  
greater earning power or is it  
moving toward lower produc-  
tion, decreased fertility and  
smaller income?

#### Many a Farm

That has been going back be-  
cause of acid soil has been  
brought to fertility and profit by  
the regular application of

#### Michigan Pulverized Limestone

Calcite Brand Michigan Limestone is  
99% pure. Taken from the largest  
limestone quarry in the world, dried and  
ground in the largest limestone mill in  
the country. Quantity production en-  
ables us to market cheaply.

**BUILD UP YOUR SOIL  
WITH LIMESTONE**

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MICHIGAN LIMESTONE & CHEMICAL COMPANY

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Every Part  
built to weather  
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heavy staves, creosoted; heavy  
steel hoops with rolled threads;  
doors like safe. Beautiful red cedar roof.  
CIRCULAR FREE  
GREASERY PACKAGE MFG. CO.  
55 West Street, Rutland, Vt.

**GREEN MOUNTAIN  
—SILO—**

### WISCONSIN FILLED MILK BILL

Assembly Bill 477 A, a measure pro-  
hibiting the manufacture and sale of  
filled milk, that is milk from which the  
cream has been removed and butterfat  
substituted and the product sold in im-  
itation of evaporated or condensed  
milk, has been passed by the Wisconsin  
Assembly by a vote of 72 to 16.

The bill is now in the Wisconsin Sen-  
ate. Manufacturers of these products  
are fighting the bill, but we are advised  
that their is fair chance of the bill pass-  
ing the Senate.

### SUPPLEMENT TO PENNA.

#### OLEO ACT

A bill, known as the Barnes Bill, be-  
came a law recently, which as a sup-  
plement to the Pennsylvania Oleomar-  
garine Act of 1901, forbids the printing  
of advertisements or on covers of oleo-  
margarine packages, pictures of cows,  
names of dairy cattle, breeds, or butter  
names, with intent to mislead buyers.

It has been the practice of some man-  
ufacturers to use the dairy cow in more  
ways than one, to support the sales of  
their oleomargarine products, which prac-  
tice is now prohibited.

### AYRSHIRE HONOR ROLL COW

In the roll of honor division of the  
Ayrshire Breeder's Association for 1920,  
in the Mature Class AA. Soapstone's  
Howie Queen 33443, owned by the Del-  
chester Farms, Edgemont, Pa., was  
awarded an association cup. Her rec-  
ord was 15,813 pounds of milk and  
695.97 pounds of fat.

In the roll of honor division of the  
Ayrshire Association any cow to be  
eligible must conform to all the  
requirements for her class in the ad-  
vanced registry in a period of 300 days  
from and after her entry, instead of one  
year and in addition she must produce a  
living calf which she has carried for  
at least 180 days during the period of  
the test.

### LOYALTY OF MEMBERS NECESSARY

An association of men opposed to a  
farmer's co-operative enterprise can  
bring about its downfall very quickly  
unless the farmers remain steadfastly  
loyal. Many co-operative organizations  
have failed through the weakness of  
members who could not resist the tem-  
ptation offered by a fraction of a cent.  
When the opposition organization puts  
out a bait to catch you, try to remember  
it is only a lure to draw you from your  
own friends. Once you have deserted,  
the bait is withdrawn. Stick to your  
friends if you expect them to stick to  
you.

### MAIN SOURCE OF SUPPLY

A large milk dealer said: "The milk  
trade has many enemies, but the worst  
of them have to admit that milk is purer  
than it used to be. Adulteration is a  
thing of the past. A dairyman of old  
Si Hoskins' pattern would land in jail to-  
day. Si, you know," said to his hired  
man one morning: 'Pete, go round  
among the cows and give them each a  
nice fresh cabbage. Give one to each  
each, but mind you, be sure and give  
the largest cabbage to the cow that  
gives the most milk.' On Pete's return  
old Si asked him if he had obeyed orders.  
'Sure,' said Pete, with a grin. 'I gave the  
cows a cabbage apiece and I hung the  
biggest cabbage on the pump handle.'"

### Dairymen Note This!

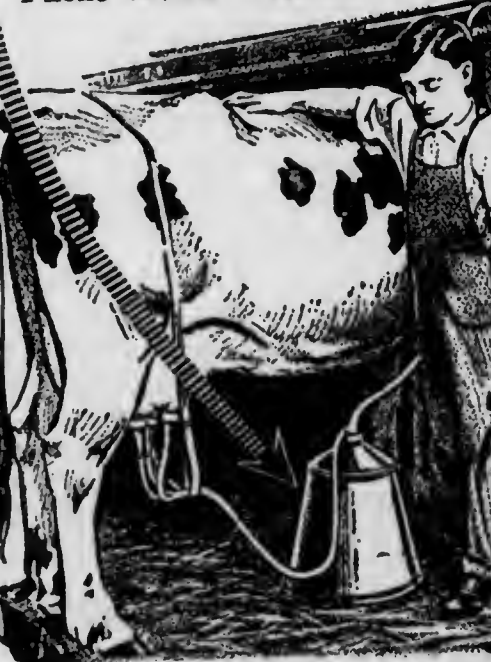
This is the local agency for the  
well-known Hinman Milker—  
prepared to make an estimate on  
your needs, to properly install  
your equipment, to make sure  
that everything is satisfactory,  
to render any service you desire  
at any time.

### HINMAN MILKER

The simplest of all milkers.  
Proved by 10 years experience  
and thousands upon thousands  
of users to be the most efficient  
and economical of all milkers.  
Sure, safe, a great time and labor  
saver and a benefit to the cows.  
Boys and girls can and do easily  
operate it. Does the work of 3  
men and does it better!

Call and see it. Or write for  
big, fine, free catalog.

J. H. HICKS, Avondale, Pa.  
Phone 109R2 West Grove, Pa.



### "The Price of Milk"

By Clyde L. King, Ph.D.

Formerly  
Chairman, Governors' Tri State Milk  
Commission (Pennsylvania, Maryland,  
Delaware), Federal Milk Commissioner for  
the Eastern States, Milk Price Arbitrator  
for the State of Pennsylvania.

Comprehensive Treatment of the  
Milk Industry in All Its Phases

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Table of Contents:  
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Interest in the Price of Milk.  
Part 1. The Price to the Producer—  
Chapter 2. The Forces That Fix the  
Price of Milk. 3. Manufactured Milk  
Products and the Price of Milk. 4. The  
Price Interdependence of Local, Primary  
and International Markets. 5. The Cost  
of Production. 6. Shall Dairymen Or-  
ganize for Collective Bargaining. 7. Poli-  
cies of Dairymen's Organizations in Their  
Relation to Price.  
Part 2. The Cost of Milk Production. 8.  
The Cost of Milk Distribution. 9.  
Sanitary Requirements in Their Relation  
to Price. 10. How Shall Milk be Dis-  
tributed? 11. Can Milk Distribution  
Costs be Lowered? 12. The Public In-  
terest in Milk Distribution.  
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Policies.  
Endorsed by Herbert Hoover, former  
Food Administrator; John LeFevre, In-  
ternational Milk Dealers Association;  
Margaret H. Boden, Chm. Food Section,  
Philada. Fair Price Commission; R. W.  
Balderson, Secty. Inter-State Milk Pro-  
ducers Association.

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Producers Assn.**

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### BREAK IN MILK PRICES

(Continued from page 7)

While present prices are still above the  
level of 1914, there was a decline of ap-  
proximately 54 per cent. as compared to  
prices in May, 1920.

Lower grades, which have been in  
good supply have been selling below these  
prices, 20 to 21 cents being quoted for  
garlicky butter.

Based on butter values of 30 cents per  
pound, the price paid for four per cent.  
milk, in many of the butter making dis-  
tricts has been around \$1.25 to \$1.44  
per hundred. In fact even much lower  
prices have been reported from some  
unorganized districts, particularly in the  
west.

#### Manufactured Milk Products

The evaporated and condensed milk  
market which has been demoralized since  
last fall, experienced a downward price  
tendency early in May. With the flush  
of milk in other producing districts,  
buyers reduced prices. Quotations on  
packed goods declined 50 cents a case,  
to meet which manufacturers in this  
territory were preparing to readjust  
prices when the general break in the mar-  
ket came.

At the time condensaries in this ter-  
ritory are paying practically the same  
price for milk as are fluid milk distribu-  
tors. In instances they are not using  
the basic and surplus plan but are pay-  
ing an approximate average price, rep-  
resenting the weighted average of the  
basic and surplus price and paying that  
price for all milk received.

#### The Situation of the Producer

While it may seem that the farmer  
has again been penalized by the reduction  
in the price of milk, the situation is not  
as bad as it may appear on the surface.  
It is true that in many ways the final  
burden of price declines in food products  
has had to be assumed by the producer,  
but in most such cases reductions have  
been in the face of high costs of pro-  
duction.

While in many cases the cost of pro-  
ducing milk is still at a high level, it is  
nevertheless also true that costs of feed  
and labor have declined and as a rule  
the decline has been greater than the  
comparative decline in the price paid  
for milk.

#### Feed Prices in Carload Lots Delivered on Farms in Fifty Mile Zone

	1914	1916	1920	1921
Hominy Meal	30.50	31.00	80.00	34.00
Gluten Meal	28.00	30.00	80.00	36.00
Bran	28.00	28.00	70.00	33.00
Oil Meal Cake			90.00	42.00
24% Protein Feed	33.50		85.00	35.00
16% Protein Feed	26.50	29.00	68.00	35.00
Brewers Grains	28.00	33.00	72.00	44.00
Middlings	31.00	38.00	90.00	42.00
Corn Chop	35.00		1.60	.64
Oats per Bushel	.58	.60		

Taking the average prices for Hominy Meal, Gluten Meal, Bran, Brewers  
Grains and Corn Chop we find the following:

Prices in 1921 are 20% above those of 1914  
Prices in 1921 are 17% above those of 1916  
Prices in 1921 are 54% below those of 1920

Approximately the same relative decreases in the prices of the various forage  
crops are to be noted.

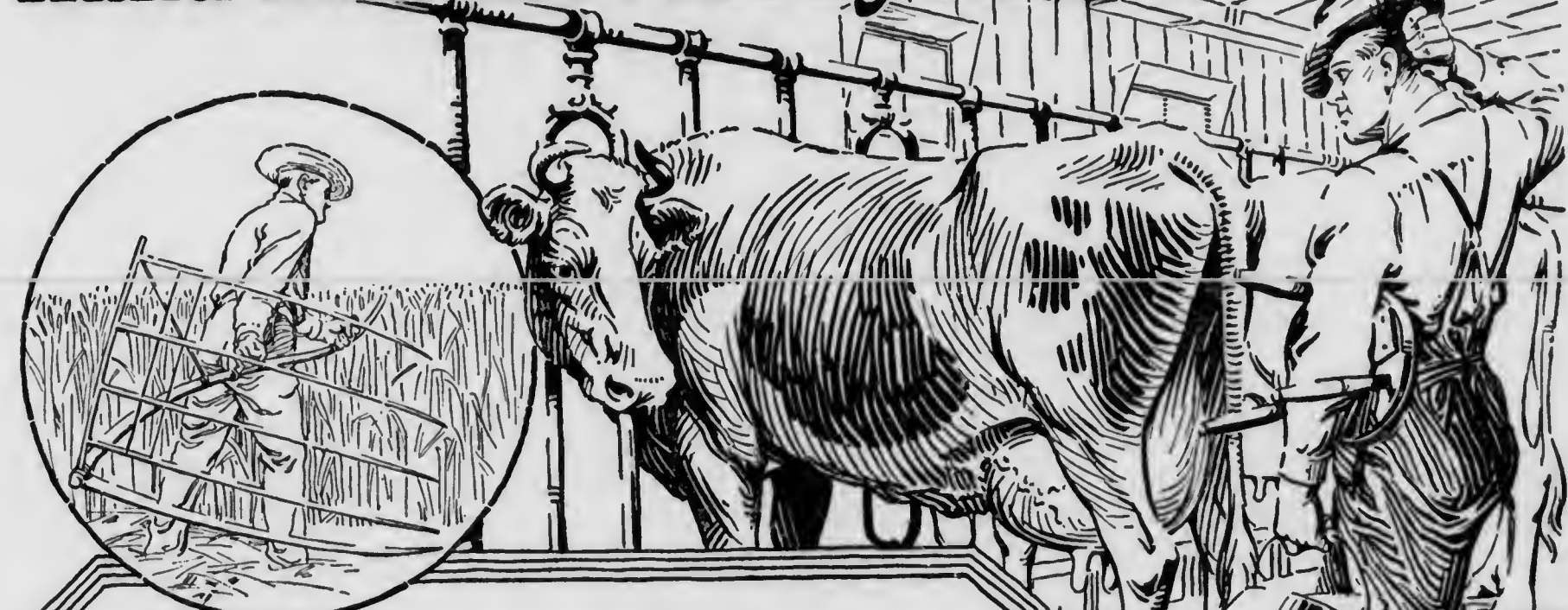
#### Labor Situation

While it is extremely difficult to obtain average data as to the wages paid in  
different parts of the Philadelphia Milk Shed we can get an idea of the situation  
from the following statement, which represents prices paid for labor on representa-  
tive dairy farms in Delaware, Chester and Montgomery counties.

	1914	1915	1917	1919	1920	1921
Monthly Labor	\$18-30	\$25-30	\$35-40	\$40-45	\$45	\$28-35
Labor including rent	35-38	40	45	50	55	45
Day labor rate per day	\$2.00	2.00	2-2.75	3-3.50	4-4.50	2.50-3.00

With these declines in some of the  
prices entering into the production costs  
of milk it is interesting to observe the  
relative selling prices of milk, as shown

## No More Reason why You Should Milk by Hand than Harvest by Hand



### The De Laval Milker

saves more time during a year than a grain binder or any  
other labor-saving device a dairyman can own. In addition it  
increases the production of milk, many De Laval users say, to  
such an extent that the increased flow alone pays for the milker.

**EASY TERMS** can be arranged so that you can use  
the De Laval Milker while it pays for itself. Send for com-  
plete information.

**THE DE LAVAL SEPARATOR COMPANY**

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SAN FRANCISCO  
61 Beale Street



**A Better  
Way of  
Milking**

## Sooner or later you will use a De Laval Milker or Cream Separator

#### Comparative Prices

4% Grade B Milk

	May f. o. b. Philadelphia	May Rec. Sta. 50 m. zone
1914	.04	1.38
1915	.04	1.38
1916	.14	1.38
1917	.055	2.07
1918	.675	2.65
1919	.08	3.15
1920	.09	3.61
1921 May 1-17	.08	3.09
1921 May 18	.0625	2.27

From these figures it will be noted that  
the present \$2.27 per cwt. price in the  
fifty mile zone is 40 per cent. higher than  
the price in 1914-1916 with feed 20 per  
cent above 1914 prices and that it is 34%  
below the price of milk one year ago,  
with feed 54 per cent below prices of  
1920.

There are, no doubt, other costs outside  
of feed and labor which must be con-  
sidered and which have as yet shown  
no reduction from the war time cost,  
which would no doubt considerably re-  
duce the spread in percentages shown,  
but on the whole, indications are that at  
current prices the average dairy farmer  
can carry on and from the standpoint  
of milk production, if carried out upon  
an economical basis, still manage to make  
both ends meet.

#### DEHORNING CATTLE EASIER

TO HANDLE IN FEED LOT

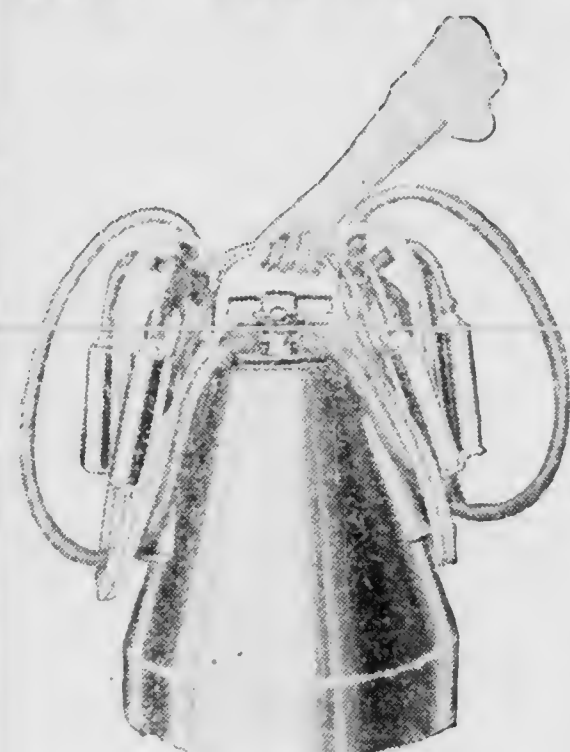
Dehorning cattle makes it easier to  
handle the animals and insures that each  
one will have a more equal chance at the  
feed trough. It renders the animals less  
dangerous to attendants and prevents  
them from goring one another in the  
feed lot or in transit to market. The  
practice of dehorning is almost universal  
so far as high-grade beef steers are con-  
cerned. It is often desirable to dehorn  
the heifers as well as the steers, especi-  
ally when they are to be fed in troughs  
for a part of the year.

Calves may be dehorned when a few  
days old by treating the undeveloped  
horns with caustic soda or caustic pot-  
ash, taking care that it does not wash  
into the eyes.

If the horns are allowed to develop, it  
becomes necessary to cut them off. Clip-  
pers made for the purpose may be used  
on the younger animals. With older  
cattle a saw is best, as it prevents  
crushing and the friction of the blade  
causes the blood vessels to clot and heal  
quickly. The work should not be done  
in warm weather, as the wound may be-  
come infested with screw worms. Where  
there is danger of flies, a fly repellent  
should be applied.



## The NU-WAY Sanitary Milker



To thoroughly realize the truth of our statements it is necessary to see and examine the Nu-Way Milker, or better still, to see it in actual operation on the cows. The simplicity of the machine throughout; the regular, gentle action of alternately milking two teats at a time; the unbreakable glass showing the milk flow at each teat cup; the ability to quickly cleanse and sterilize every part coming in contact with the milk; the use of the finest materials known in the construction of milking machines—these and other equally important features, most of which are exclusive, are what make the Nu-Way the most talked-of milking machine on the market today.

If you have a dairy of six cows let us send our descriptive catalogue, also the name of the nearest Nu-Way user. This will not entail the slightest obligation to buy.

### STANDARD SUPPLY COMPANY

WEST CHESTER, PA.

General distributors for

### Nu-Way Sanitary Milkers

in Pennsylvania, New Jersey, Maryland and Delaware

Both Phones

### ANNOUNCEMENT OF

The Chester County Holstein-Friesian Breeders Guaranty Sale

To be held at WEST CHESTER, PA., OCT. 19, 1921

Can take a few more entries of High Class Holsteins, subject to inspection For particulars address CHAS. J. GARRETT or F. C. BRINTON, Jr., Managers, West Chester, Pa.

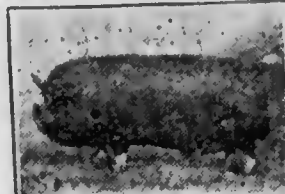
### FOR SALE

REGISTERED HOLSTEIN BULL CALVES

From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as Helpers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

I. V. OTTO BOILING SPRINGS FARM CARLISLE, PA., R 6

Linghocken Berkshire Mothers would not give their young milk substitutes



Are you as fair to your children? You are not if you give them oleomargarine. For Quality Bred and Properly Fed Berkshires, write

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### Reading Bone Fertilizer

Quality Service Satisfaction Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality) Reading Bone Fertilizer Co., Reading, Pa.

Ask your dealer for Reading Bone Fertilizer.



Write for booklet and further information.

### HOLSTEIN FRIESIAN CATTLE

Young Stock of either Sex Always for Sale Herd Under Federal Inspection Free from Disease

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### FOR SALE

Registered Chester White Swine, Buff Leg-horn Hatching Eggs, \$2 per 15, \$8 per 100; Cockerels and Hens. 10 per cent deductions to all Inter-State Milk Members.

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Two Chicken Gape Worm Extractors for 25c each; 15 for one dollar cash or Postal Money Order; no experiment; used successfully by poultrymen throughout the U. S. for twenty-five years.

W. T. HALLOWELL

2404 So. Percy St. Philadelphia, Pa.

## COW TESTING ASSOCIATIONS

Report of the Avondale-West Grove Cow Testing Assn. for the Month of April, 1921  
Thomas C. Y. Ford, Tester

No herds tested, 17; cows in milk, 236; cows dry, 14; no. cows sold as unprofitable 3; number cows producing over 40 lbs. fat, 20; over 50 lbs. fat, 3; number cows producing over 1000 lbs. milk, 24; over 1200 lbs. milk, 3. Ten highest producing cows in butterfat for the month are as follows:

Owner	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Arthur Townsend	Holstein	1381	4.0	55.3
Edgar Haines	Guernsey	1177	4.3	50.6
Edgar Haines	Guernsey	1220	4.1	50.0
Edgar Haines	Guernsey	921	5.4	49.7
B. E. Hickey	Holstein	1216	4.0	48.6
Jesse Cloud	Guernsey	750	5.9	46.0
Edgar Haines	Guernsey	909	4.6	44.5
D. D. Bettinger	Guernsey	1103	4.0	44.1
Jesse Cloud	Guernsey	1046	4.2	43.9
Arthur Townsend	Holstein	1061	4.1	43.5

Report of the Uwchland Cow Testing Assn. for the Month of April, 1921

J. Frank Lammey, Tester

Number of herds tested, 24; cows in milk, 386; number purchased bulls purchased, 3; number cows producing over 40 lbs. fat, 38; over 50 lbs. fat, 9; number cows producing over 1000 lbs. milk, 60; over 1200 lbs. milk, 20.

Owner	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Gilbert Smedley	Holstein	1938	3.8	73.6
Walter McVaine	Holstein	1388	4.1	54.8
Frank Powell	Holstein	1386	3.6	49.9
Chalfant Brothers	Holstein	1812	3.5	63.4
Chalfant Brothers	Holstein	1824	3.1	56.5
Chalfant Brothers	Holstein	1656	3.4	56.3
Walter McVaine	Holstein	1494	3.7	55.2
Charles Henderson	Guernsey	1083	5.6	60.6
Whitford Farm	Guernsey	915	5.6	51.2
Whitford Farm	Guernsey	957	5.1	48.8

The highest testing cow in Chester county was a grade Holstein owned by Westtown School, producing 844 lbs. butterfat; second highest a purchased Holstein owned by Gilbert Smedley, Uwchland, Pa., producing 736 lbs. butterfat; third another grade Holstein owned by the Westtown School producing 712 lbs. butterfat. The three associations have 119 cows producing over 40 lbs. of butterfat. This number is 12% of all the cows on test. 39 cows or 4% of the number on test produced over 50 lbs. of butterfat.

### SOUTHERN YORK COUNTY COW TESTING ASSOCIATION

The Southern York County Cow Testing Association in charge of Wm. M. Klinedinst of Seven Valleys was reorganized April 6th and completed its first month's work May 9th.

During the month 29 herds were tested including 436 cows. Of this number 25 produced over 1200 lbs. of milk and 17 over 50 lbs. of butterfat, while 59 produced over 1000 lbs. of milk and 30 over 40 lbs. of butterfat.

The following is a list of the highest ten cows in butterfat.

Owner	Name	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
H. E. Robertson	Flora	Holstein	2427	3.2	77.7
H. E. Robertson	Moontykes	Holstein	2280	3.4	77.5
Davis Bros.	Pauline	Holstein	1800	4.1	73.8
Davis Bros.	Zanna	Holstein	1830	4.0	73.2
G. C. Kroat	Lady	Holstein	1482	4.8	71.1
H. E. Robertson	Fin Dern	Holstein	2169	2.8	60.7
H. G. Hall	244945	Guernsey	1164	5.1	59.4
H. E. Robertson	5	Holstein	1674	3.4	56.9
H. E. Robertson	Silvertip	Holstein	1935	2.9	56.1
H. E. Robertson	3 Year Old	Holstein	1500	3.7	55.5

### REPORT OF WEST CHESTER COW TESTING ASSOCIATION

Allen Goodman, Tester

Herds tested during the month of May, 19; cows in milk, 448; cows dry, 60; cows on official test, 10; number of separators tested, 1; cows sold unprofitable, 5; number cows producing over 40 lbs. fat, 76; over 50 lbs. fat, 35; number cows producing over 1000 lbs. milk, 71; over 1200 lbs. milk, 80. Ten highest producing cows in butterfat for month as follows:

Owner	Bred of Cow	Lbs. Milk	% Fat	Lbs. Butterfat
Westtown School	Gr. Holstein	2383	3.6	85.9
James Jamieson	Holstein	1928	4.3	82.9
Westtown School	Gr. Holstein	2399	3.4	81.5
James Jamieson	Gr. Durham	1841	5.1	78.6
Westtown School	Ayrshire	1773	3.8	67.3
Howard Parker	Gr. Holstein	1686	3.8	64.0
Rowland Evans & Son	Gr. Holstein	1758	3.5	61.5
Howard Parker	Gr. Holstein	1572	3.9	61.3
Greystone Jersey Farm	Jersey	985	6.0	59.1
Joseph Morris	Gr. Holstein	1790	3.3	59.0

### CUMBERLAND COUNTY COW TESTING ASSOCIATION

A. A. Raudabaugh, Tester

Report for month of April. Herds tested, 24; cows in milk, 279; Cows dry, 48; number of profitable cows sold, 5; unprofitable, 9; number of cows producing over 40 pounds fat, 42; over 50 pounds, 8; number of cows producing over 1000 lbs. milk, 91; over 1200 lbs, 51.

Mr. Otto's cow, Mabel, a purebred Holstein, made a sensational record for 30.65 month. Two weeks previous to the test she made a seven day record of 30.65 pounds fat from 604.5 lbs milk, and is still going at 30 pound rate. This is the first 30 pound record to be made in this county. Ten highest producing cows in butterfat for month are as follows:

Owner	Name of cow	Breed	Age	When Fresh	Lbs. Milk	% Fat	Lbs. Butterfat
I. V. Otto	Mabel	R. Hol.	6	Jan. 26, '21	2391	4.19	100.1
J. W. Miller	Ritz	R. Hol.	3	Nov. 21, '20	1419	5.2	73.8
I. V. Otto	Beckie	R. Hol.	4	Nov. 19, '20	1905	3.13	59.7
L. V. Otto	Ormsby	R. Hol.	3	Feb. 4, '21	1767	3.2	56.5
I. V. Otto	Laura	R. Hol.	5	Nov. 17, '20	1803	3.13	56.4
H. A. Schultz	Janet	G. Hol.	5	Sept. 6, '20	1299	3.9	50.7
G. L. Strock	Strockie	G. Hol.	7	Feb. 14, '21	1332	3.8	50.2
W. R. Dougherty	Mollie	R. Hol.	6	Mar. 25, '21	1356	3.7	50.2
I. V. Otto	White Holst	G. Hol.	6	Sept. 26, '20	1521	3.2	48.7
E. J. Rupp			6	Feb. 3, '21	1512	3.2	48.4

Average of 10 highest cows...

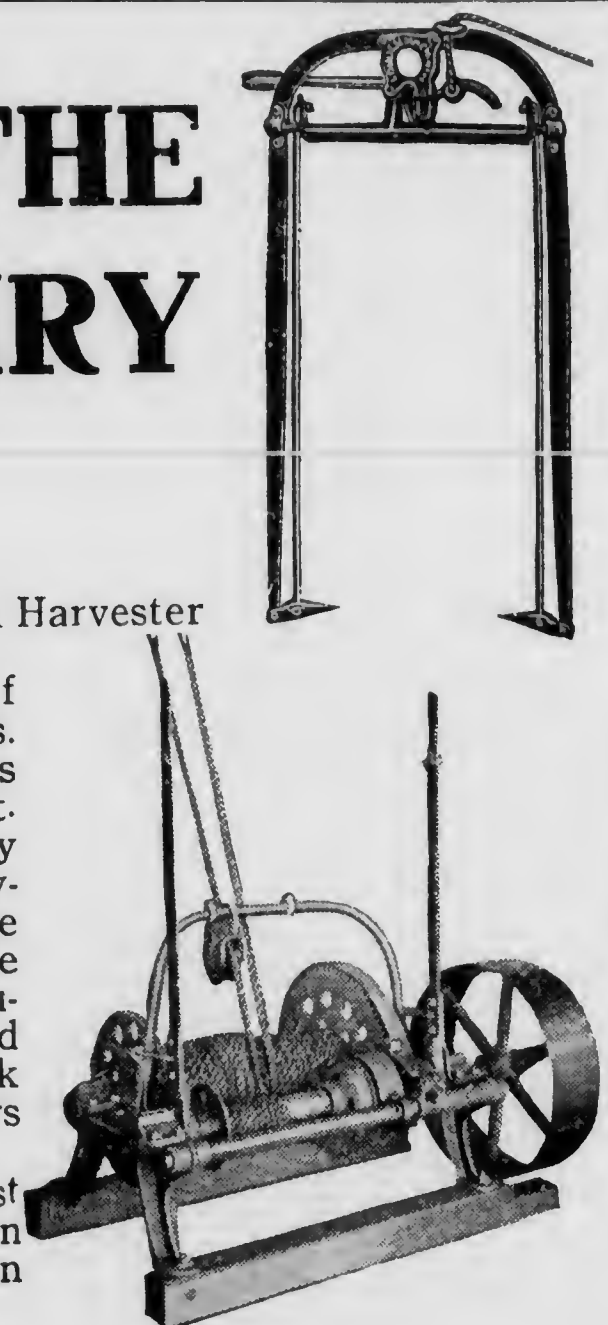
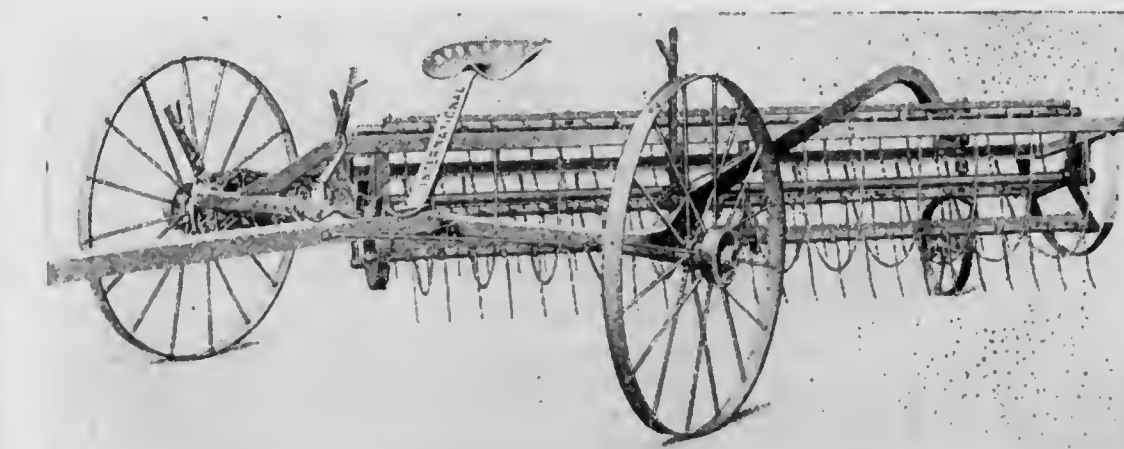
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### BARN FIRES

A great majority of the fires that destroy barns each year are started from combustion in the haymow. It has long been known that when hay is put into a tight mow, especially if the hay be not fully cured, it will go through a heating process—gases will be formed and sufficient heat generated to cause combustion and start a fire.

Mr. James Tracy, State Fire Marshal for Iowa recently reported that in 1920 twenty-five barn fires were started by spontaneous combustion in the haymow. In 1919 thirty-two fires were started in this way and resulted in the loss of one hundred and sixty-three thousand dollars worth of property. Mr. Tracy urges that care be used in thoroly curing the hay before it is stored, and also providing ample ventilation for the mow or loft.

It is a simple matter to ventilate a haymow. A large number of very well designed cupolas are offered on the market. These are equipped with ventilators which draw the warm air up as does a chimney. These cupolas also add to the appearance of the building and certainly are of sufficient value as insurance against fire to justify their cost.

A ventilating system is important not only for the haymow but a part of it should continue down into the cow stable where there is great need for a thorax ventilating system. Fresh air is an important factor in the health of the herd. Bovine tuberculosis thrives best in a poorly ventilated barn. Many other ailments are liable to be caused from the lack of barn ventilation, and the comfort of both man and beast is an important matter to be considered when equipping the barn.

A fire in the country is an awful thing. There is no big city fire depart-

ment rushing to rescue with hose, chemicals and men to extinguish the flames. When a barn gets afire in the country it generally means a total loss, and often all the buildings on the place are consumed. Therefore prevention of fires in the country is of first importance. Look out for your barn, provide ventilation for the mow, and you will rest more easily.

### KEMPTON LOCAL

The Kempton, Berks County, Pa., local which has been inactive for some time, held a meeting at Kempton on May 31st. The meeting was largely attended and the local promises to be one of importance of the association.

H. D. Allebach, vice-president of the Inter-State Milk Producers Association attended and explained in detail the condition of the milk market in general and the Philadelphia, basic and surplus plan in particular.

Changes in retail food prices between April 15 and May 15, made public today by the Department of Labor, show that of the nine cities included in the figures, St. Paul had the largest decrease in prices, amounting to 8 per cent.

Prices in Newark, N. J., declined 6 per cent; in Philadelphia, New Haven, Conn., and Washington, the reductions were 5 per cent; in New York and Norfolk, Va., 4 per cent, and in Bridgeport Conn., and Providence, R. I., 3 per cent.

A little extra care at this season of the year will save dairyman many a can of sour milk. Extensive losses are made by the failure to take sufficient precautions with cooling milk and cream. This can be done with little additional equipment and labor. See that your milk is cooled properly and kept cool until delivered at the receiving station.

### THE IMPORTANCE OF

#### REGISTERING PUREBREDS

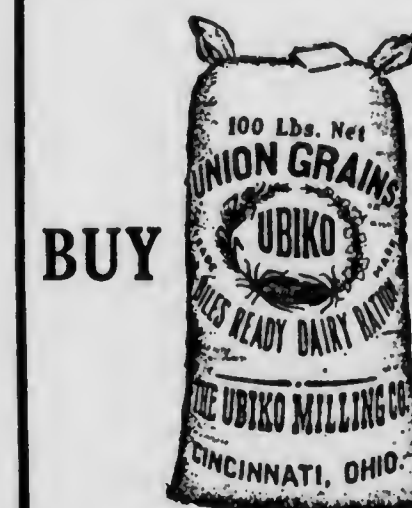
All pure bred animals have only one proof of their pure blood that is recognized by Live Stock men and by buyers anywhere. This proof consists of the certificate of registration which is issued by the various breed associations upon proper data being furnished by the breeder and the facts verified.

To some people it is enough to know that ever since they could remember they have purchased only pure bred stock with proper certificates accompanying each purchase. Being therefore satisfied as to the purity of their herd, they make no interest in keeping up the registrations, and cause themselves no end of trouble when at some future date they wish to sell their stock to a public that demands the proof of purity of the blood, in the form of certificates of registrations.

Nearly all breeds charge double for registering stock over certain ages. That is one expense, but not the most serious one; where proper private herd records are kept accurate information requested by the breeders is rarely available, and therefore the animal is barred from registry because the correct or accurate proof cannot be submitted. Buyers, fearing this, do not care to pay more than grade prices for anything offered for sale without papers.

The value of an entire life's work is in many instances cut in two through the carelessness of owners of good pure bred stock. There are any number of instances where the death of an owner has caused a herd to be sold out, and lack of papers have robbed the surviving family of good many thousand dollars, which loss might have been avoided by proper attention to this detail each month.

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Get the Original—It contains Pure Corn Distillers Grains.

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HERE'S a guarantee on the new Empire Pulsator that covers not only materials and workmanship but 4 years' ordinary wear. That's insurance of the strongest kind. It means that with the Empire you buy not simply a machine but a *guaranteed period of milker service*. We not only stand squarely back of the machine, but of the principle on which this new pulsator works. We couldn't afford to make this guarantee unless we knew that the Empire Pulsator is as perfect in action and as durable as mechanical skill can make it.

A pulsator must be more than perfect in operation. It must be so strongly and simply built as to stand use over a period of years. A glance at the new Empire Pulsator will show you that this has been accomplished. Simple and self-

contained, damage is practically impossible. Every mechanical principle employed has stood the two tests—perfect operation and durability.

The Empire Pulsator is sanitary to the last degree—no milk can get into the piston chamber—no dirt or oil can get into the milk. Two traps are provided which take care of this.

Uniform action is absolutely necessary in a pulsator. The Empire is so constructed that even with a change in vacuum within the operating range *there is no change in the speed of the pulsator*. Every stroke is positive, uniform and fully delivered.

Many dairymen who have been using Empires now for five years tell us that their machines are in just as good condition now as they were when installed. Pretty good evidence of Empire quality of material and construction this, but even more important they also report their cows in as good or better condition than before the machines were used.

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# EMPIRE

## MILKING MACHINES

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., JULY, 1921

NUMBER 3

## JUNE MILK CONDITIONS THE DROUGHT AFFECTS SITUATION

Conditions of extremely heavy surplus to those approaching normal show the two extremes of the milk supply during the month of June.

In the first half of the month the supply of milk was such that it was next to impossible to find a market for a new dairy, many distributors would not take on any additional supply at even a better price, as low as it was.

In the second half of the month, conditions changed. We reached, in some producing sections the peak of the surplus yield, due largely to dry weather and the consequent killing out of pasture. This decreased rapidly toward the close of the month when the effect of the continued drought became more and more pronounced. In many sections of the territory dairymen are finding it necessary to supplement grain feeding as pastures have not supplied sufficient feed to keep cows in full milk production.

As a result of this condition the smaller milk distributors have been adding to their number of dairies and there is less free milk available to meet their requirements. On the whole, however, the amount of milk necessary to meet the demand is below what might be termed normal, in that the customary buying power is below that in normal years. Labor in this territory, particularly in the large industrial centers, is still largely unemployed or working on a restricted basis. The outlook for any increased consumption from this class of milk consumers is still problematical, owing to the uncertainty which surrounds industrial activity, not only at the present time, but also later in the year.

Platform conditions in this territory improved steadily as the month advanced. Early in June there was more milk than could be absorbed and prices were as low as 5 cents a quart. As the supply became less plentiful prices advanced and ranged from 6½c to 7c, with occasional higher figures as temporary shortages arose. At the close of the month reliable direct shipped dairies could be more freely placed at market prices.

The movement of fluid milk will depend to a considerable extent on the

buying power of the consumer. In addition to this the vacation season has a strong consumptive influence in some sections, with a sharp falling off in the demand.

The reduced buying power of the consumer has been offset in a large degree, by reductions in the prices of dairy products, which should have some influence on the situation.

## MILK PRODUCTION IN 1920 ABOUT 90,000,000,000 POUNDS

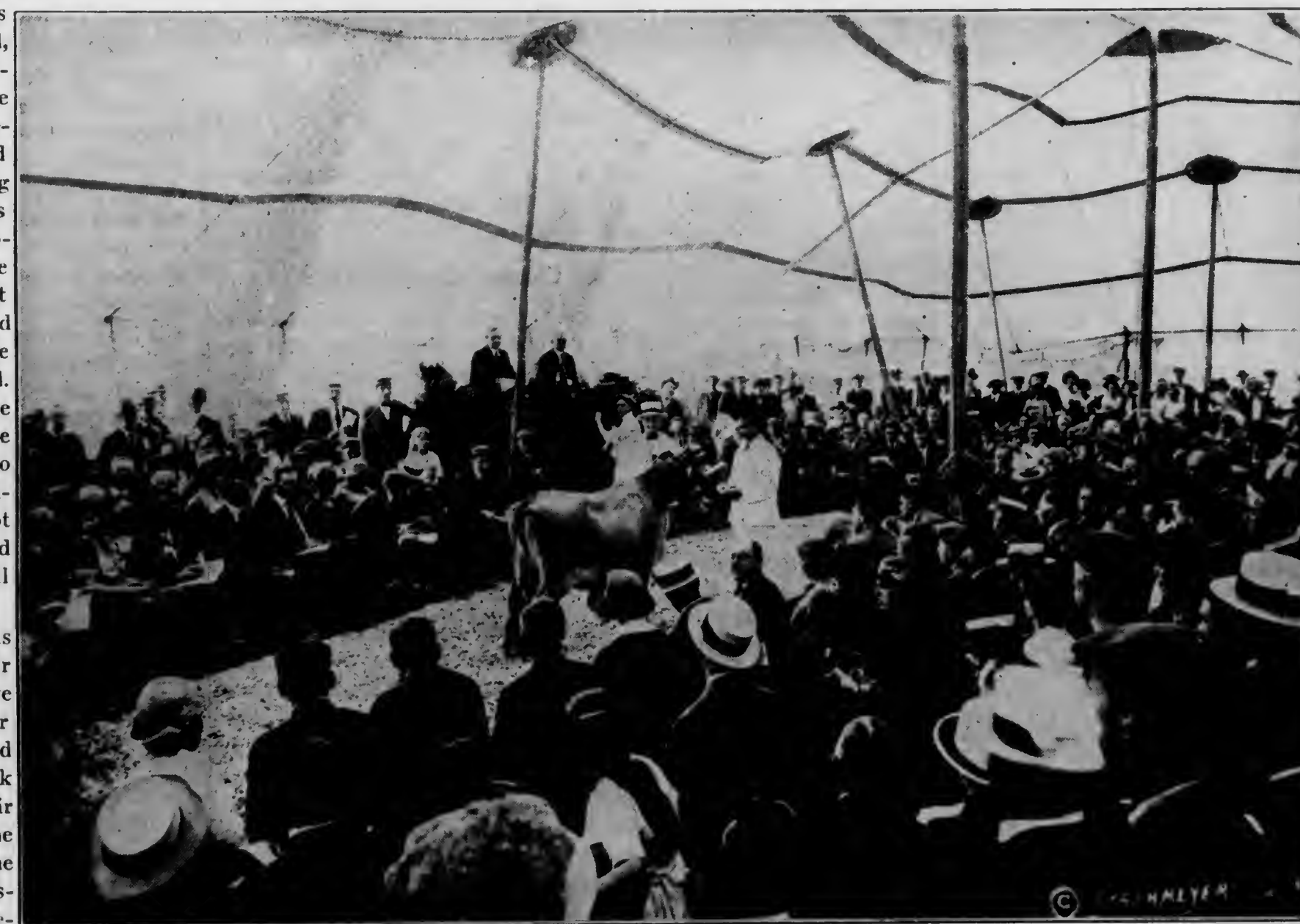
The total production of milk in the United States for 1920 is estimated at 89,658,000,000 pounds in the annual statement compiled by the Bureau of Markets and the Bureau of Animal Industry, U. S. Department of Agriculture. This amount is practically the same as for 1919, the production for that year having been placed at 90,057,500,000 pounds. The production of milk was decreased from 100 gallons per capita in

ritory covered. The estimate of the population of the United States as used in the annual statement covering 1919 was too high, as shown by the returns of the late census. But when the quantity of milk used for household purposes in 1919 is divided by the correct population figure, the consumption of milk for 1920 is shown to be the same as for 1919, (i. e.) 43 gallons per person.

The amount of milk used in the manufacture of oleomargarine was estimated this year from data received from the factories and shows a decrease in the proportional amount of whole milk used. The quantity of milk and skimmed milk combined, as now used, is practically equal to the quantity of whole milk formerly used. However, in the manufacture of nut margarine, whole milk is not used in the same proportion as in the regular oleomargarine.

This year original data were received from the factories relative to the quantities of milk used in the manufacture of milk chocolate and, while complete reports were not received, the quantity shown in the table was prorated from these reports and is very conservative.

The production figures for ice cream are estimates. The figures for 1920 show an increase in production of 13% over 1919 based on factory reports received by the U. S. Bureau of



Sale of Jersey Cattle at Southington, Conn., June 4, 1921  
Camboge Oxford Gem, in the Ring, Sold to J. C. Baldwin, Mt. Kisco, N. Y., at a World's Record Price of \$18,000. Sale Price of Cattle Averaged \$1,954.00 per Head

Some comparisons in prices are of interest. At the close of June last year, 92 score creamery butter was quoted at 59c per pound as compared to 35½c on the same day this year. Condensed milk sold at \$9.00 to \$10.00 a case, as compared to \$4.00 to \$4.50 at this time. Evaporated milk sold at \$5.75 to \$6.50 and \$4.00 to \$4.50 respectively.

Very low prices for milk have been paid, in some districts, but the wide spread between the prices paid for fluid milk and that for manufacturing purposes has disappeared in this market.

The price of basic milk, 4 per cent. butterfat content, delivered at receiving stations in the 50 mile zone was \$2.27, which is equivalent to 6½ cents per quart, delivered in Philadelphia.

The surplus price, based on 92 score butter, New York City was \$1.53 for 4 per cent. milk. This makes an average price, based on 70 per cent basic and

(Continued on page 7)

1919 to 98 gallons (848 lbs.) in 1920. There was a decrease in the number of milk cows in the country during the year. According to the Bureau of Crop Estimates, there were on farms 23,619,000 milk cows on January 1, 1920, and 23,321,000 on January 1, 1921, a decrease of 298,000. The number of cows other than on farms was estimated as 1,400,000 for 1919, but for the year 1920 the number was prorated from census figures as 1,200,000.

The consumption of fluid milk fluctuated during 1920. In the first part of the season there was an abundance of milk and the consumption was larger than that of previous years. However, during the period of industrial depression that marked the closing days of 1920, milk consumption rapidly decreased, though this decrease was partly offset by the milk campaigns carried on throughout the country and which greatly increased the consumption in the ter-

Markets. Calculations were made on the basis of 13.75 lbs. of milk per gallon of ice cream for 1920 and 15 lbs. for 1919. The latter figure was based on the "batch" method of manufacture only. Ice cream made by the continuous machines weighs less per gallon. The quantity made by the continuous method was large enough to warrant the use of 13.75 lbs. per gallon for the year 1920.

The total calf crop for 1919 was estimated at 80% of the number of cows. Data compiled more recently from a number of representative states indicate that the estimate was too low and that the calf crop was 90% of the total number of milk cows. The number of calves slaughtered at birth, and the number weaned are estimated from data obtained from the principal markets, census reports, and reports of the U. S. Bureau of Markets.

In a comparison of the figures for

(Continued on page 10)



# UNITED STATES MILK PRODUCERS DAIRY TARIFF REPORT

With a view of obtaining definite data on which to make a demand for an adequate protective tariff on dairy products, before the Ways and Means Committee of Congress, considering the new tariff schedules, the National Milk Producers Federation suggested regional committees, which would assemble the data and prepare material which would help to reach a decision on the tariff rates necessary to protect American producers from foreign competitors.

Groups or committees were appointed in the varying dairying sections of the country, including:

The New England Group, of which W. N. Cady, of Vermont, Master of the State Grange, was chairman.

The Eastern Group, of which R. W. Balderston, of the Inter-State Milk Producers Association, Philadelphia, Pa., was chairman.

The Central Group, of which H. W. Ingersoll, of the Ohio Farmers Co-operative Milk Co., was chairman.

The Mississippi Group, of which E. C. Rockwell, of the Chicago Milk Producers Association, was chairman.

and the Pacific and Mountain Group, of which S. N. Ayres, of the Associated Dairy-men of California, of San Francisco, was chairman.

Investigations in which the various State Departments of Agriculture, Granges, Farm Bureaus, etc., co-operated, were made in the different sections and these findings analyzed and collected in a special report which was made to the Ways and Means Committee.

The investigations were exhaustive and represented college and governmental investigations for costs of production of dairy products.

## Dairy Conditions

The conditions of farms in the dairy states calls for adequate protection on dairy products to bring the production of dairy products back to its former prosperous condition. In New England, for example, the number of farms as reported by the U. S. census has shown a marked decline in each state for the past 20 years, ranging from 11 per cent. in Vermont to 24 per cent. in New Hampshire since 1910. Up to the beginning of the high prices for dairy products in 1915-16, the number of cows in New England had steadily declined. Census reports for 1920 show that 24 out of the 48 states had a decline in the number of farms as compared with 1910, of from 1 per cent. in Mississippi to 24 per cent. in New Hampshire. In 19 of the states the decrease in number of farms is over 5 per cent.

This general condition as pictured in New England prevails in other parts of the older dairy sections of the United States.

## Dairy Schedule Requested

The following schedule of tariff rates is asked for to provide for the dairy industry of the country.

Milk	32c per gallon
Cream	35c per gallon
Butter	10c per pound
Cheese	5c per pound
Condensed milk	2c per pound
Casein Lactone	5c per pound

These rates are based on the difference of the cost of production in foreign countries and competing sections of the United States.

## Cost of Production

Milk. The United States cost of producing 100 pounds of milk testing 3.5 per cent. in April, 1921, as obtained by two methods, was \$2.80 and \$2.89. The cost of production varied by sections from \$3.12 in Baltimore district to \$2.53 in the Chicago district.

The first result was obtained as an average of costs reported by various sections of the United States, the methods of determination varying in each section. The following is the cost by sections.

Cost of Producing 100 Pounds of Milk, 3.5 per cent. Test	
New England	\$2.85
New York	2.56
Philadelphia	3.10
Baltimore	3.12
Ohio	2.86
Chicago	2.53
California	2.60

Average, United States	\$2.80
------------------------	--------

The second method of determination of costs was to apply the average feed and labor costs for these various sections to the "Warren Formula" for the cost of producing 100 pounds of milk. The costs obtained were as follows:

Cost of Producing 100 Pounds of Milk "Warren Formula"	
Grain	33.29 lbs. \$38.50 \$3.50
Hay	43.3 lbs. 16.60 .346
Other dry forage	10.8 lbs. 8.00 .048
Silage	92.2 lbs. 8.00 .369
Other succulents	8.3 lbs. 8.00 .033
Labor	3.02 hrs. .28 .846

Total representing 79% of cost	\$2.286
Final cost including overhead	\$2.89

## Basis of Costs of Milk Production in the Various Sections

**New England.** The New England costs of milk production are based upon the "Warren Formula" which was developed by Dr. G. F. Warren of Cornell University, who was a member of Hoover's Milk Commission, and which was used by Regional Federal Milk Boards in determining the cost of milk production during the war period. The "Warren Formula" gives the quantities of feed and labor required to make one hundred pounds of milk. To these quantities have been applied new feed and labor prices as of April to bring such costs up to date.

**New York.** New York cost is based upon the "Warren Formula" from figures furnished by Dr. G. F. Warren, of Cornell University as of May, 1921.

**Philadelphia.** Philadelphia costs are from the New Jersey State Experiment Station comprising a study made of the cost of production of milk on 65 farms in two large milk producing sections of New Jersey for May, 1921, and checked with actual records of over 4,000 cows in cow testing associations in Pennsylvania and a recent survey of the cost of milk production made by the U. S. Department of Agriculture in Delaware.

**Baltimore.** Baltimore costs were obtained from a survey of 94 farms in

Maryland which was conducted by the U. S. Department of Agriculture in 1920, with such costs brought up to date as of May by introduction of new labor and feed costs.

**Ohio.** Ohio costs were obtained from 42 cow testing associations which have records extending over a period of 7 years with a total of over 21,000 cows, also includes the milk cost associations which have been operating for the past few years under the supervision of the Ohio State University. These costs in each case have been brought up to date by the substitution of new feed and labor costs.

**Chicago.** Chicago costs are based on the modified "Pearson Formula" which was used by the Chicago Federal Milk Board appointed by Hoover during the war period to determine costs of milk production, with the figures brought up to date by applying recent feed and labor costs.

**California.** California costs are based on figures from the records of the dairymen in California for May, 1921, as furnished by the Associated Dairyman of California, Inc.

## Cheaper Canadian Milk

Compared with these costs, Quebec, Canada's costs in April were \$2.37 per hundred for 3.5 per cent. milk, a difference as compared with New England of 48 cents per hundred in favor of Quebec, or 4.1 cents per gallon, and of the United States of 43 cents per hundred or 3.7 cents per gallon. Quebec, Canada's costs were obtained by an actual survey in territory shipping milk and cream to Boston.

**Cream.** Based on these costs of milk production, the cost of producing one gallon of 36 per cent. cream is 40 cents per gallon less in Quebec than in New England, and 41 cents per gallon less in Quebec as compared with the United States.

**Butter—Canada—Denmark.** Based on these costs of 100 pounds of milk, the cost of producing one pound of butter is 10 cents less in Canada than in New England and the United States. The cost of producing one pound of butter in Denmark as stated by Mr. Harold Faber, Agricultural Commissioner for Denmark, for 1920 was 40 cents per pound, and as stated by Mr. O. H. Larsen, Professor of Agricultural Economics of the Royal Agricultural College, Denmark, was 45 cents per pound. As compared with the cost of producing one pound of butter in the United States of 59 cents and of the New England States of 55 cents, this gives the advantage to the Danish producer of from 15 to 19 cents with the cost of transportation only 2½ cents per pound to New York.

**Other Foreign Countries.** It has been impossible to obtain production costs of dairy products in other foreign countries

than Denmark, but the following tabulation of labor rates in the United States and foreign countries as reported from government sources indicates that production costs in other foreign countries than Denmark are considerably lower than United States production costs.

## Farm Wages in United States Compared with Foreign Countries in 1920

United States (Dairy Section)	\$74
Canada	68 \$ 6 8
Denmark	50 24 32
Switzerland	57 17 23
Sweden	35 39 53
Australia	53 21 28
England	36 38 51
France	18 56 76
Germany	12 62 84

## Transportation Charges

A study of transportation costs from Denmark to New York as compared with transportation costs from Minnesota and Wisconsin to New York shows that butter can be landed in that market as cheaply from Denmark as from the Middle West States, the cost of transportation in each case being approximately 23 cents per pound, and transportation costs from the extreme West give a decided advantage to the foreign producer.

(Transportation charges in respect to milk and cream, considered primarily from a New England and New York State standpoint.) The transportation charges for milk from the center of production in New England compared with the center of production in Quebec favor the New England producer by 6 mills per gallon. Similar costs of transportation on cream show that the transportation costs favor the New England producer by the same amount. The cost of transportation of a pound of butter from the New England center of production to Boston as compared with the costs from Quebec center of production is 3-10 of a mill less.

**Specific Duty Desirable**

From an administrative standpoint it is believed that a specific duty on dairy products is more desirable than an ad valorem duty.

**Change in Price Level Makes Higher Duty Necessary**

In 1897 when butter sold for 20 cents per pound a duty of 6 cents per pound was adopted. At the present price level of butter which will average from 30 to 40 cents for the year, a duty of at least 10 cents per pound is necessary to give the same protection.

**Foreign Dairy Products Not Necessary to Supply United States Needs**

A study of the United States production and consumption of dairy products shows that enough are produced here to meet all demands without any imports.

Item	Production lbs.	Consumption lbs. is of total produced	% which consumption
Milk	90,600,000,000	38,619,000,000	42.6
Butter	1,560,000,000	1,530,000,000	91.7
Cheese	420,000,000	401,000,000	96.2
Condensed Milk	1,925,000,000	1,217,000,000	63.2

(Market Reporter, June, 1920).

(Continued on page 10)

## POSSIBILITIES OF THE COW TESTING ASSOCIATION

The value of the cow testing association has a wider field than is customarily accredited to this important adjunct of the dairy industry. There is a field of usefulness that has scarcely been touched and that is the use of the cow testing association's licensed tester for authentic check testing at receiving stations.

We do not believe that any buyer of milk could object to having the licensed tester of the cow testing association, of which his patrons were members, make check tests from composite samples of members' milk taken at receiving stations, not only with a view of checking buyers' butterfat tests but for the purpose of checking individual members' herd tests.

Such a method of check testing would, it is believed, promote a closer contact and better understanding between producers and buyers and enable any discrepancies to be quickly and satisfactorily adjusted.

The possibilities of such co-operation is well worth the effort.

There should be at least one testing association organized in the immediate vicinity of your receiving station. This could be accomplished by the co-operation of 24 dairymen. The usual cow testing association comprises 26 members, but by organizing one of 24 members it would permit the tester two days a month to make check tests at the receiving station. To make this plan practical it would be necessary for the tester to hold a state license in the territory in which he was operating.

The cost of such an organization would not be greater than \$3.00 or \$4.00 per month, per member, including one day's board and transportation for the tester, per month.

## What Would be Gained?

The value of the cow testing association on the whole has been given considerable publicity, but for the benefit of those of our readers who may not be informed we will state briefly that those who are members greatly appreciate the knowledge and benefits of the work. From the records obtained members are able to know what their cost of milk production is; how much each cow produces, her value in butterfat production; what feeding costs are and the knowledge of which cows in the herd are unprofitable.

Through the cow testing association the dairyman will be able to learn how to make the same production with a smaller herd and thus save in the number of cows fed and cared for.

Cow testing records increase the sales value of cows in that they have definite production records back of them, and guess work is limited.

We would suggest that this subject be given serious consideration by milk producers throughout the Inter-State Milk Producers Association's territory. Take the matter up with your county agent or get in touch with the officers of the association and we will give you all the assistance possible.

"As far as I am concerned I would never give my children oleomargarine, nut margarine, or any other substitute for butter. Butter contains a vital principle, which none of its substitutes possess.—Dr. Harvey W. Wiley, in 'The Milk Dealer.'"

## INTER-STATE ASSOCIATION DIRECTORS' MEETING

A meeting of the Board of Directors of the Inter-State Milk Producers Association was held at the organization offices, Wednesday, June 15th. Directors present included Messrs J. H. Ben-netch, Robert F. Brinton, H. D. Allebach, W. W. Copperthwaite, E. Nelson James, E. R. Pennington, F. M. Twining, Ira J. Book, A. B. Waddington, F. P. Willets, F. O. Ware, Albert Sarig, Frederick Shangle, R. I. Tussey, H. I. Lauver, J. A. Poorbaugh and W. H. Stock.

There was a general discussion of the milk market situation and the recent price changes were approved.

A careful analysis of the territory from a membership standpoint in numbers was presented and it was decided, after careful consideration, that for the continued effectiveness of the association, the membership of each local must be raised to as close to 100 per cent. as possible and that the campaign should be started at once with the idea that 3000 new members be secured before the expiration of the year.

## DAYLIGHT SAVING INCONVENIENCES MILK SHIPPERS

The hopes that the form of daylight saving which would be adopted by the city of Philadelphia and the announcement that schedules of milk trains would not be seriously disarranged, would inconvenience the farmer but little, have not been realized.

The railroads, while schedules of through trains have not been changed sufficiently to make much difference to the dairy farmer, have practically rearranged all of their local schedules and dairymen shipping milk on trains carrying passengers have been forced to get their milk to the railroads practically an hour earlier.

The Inter-State Milk Producers Association has protested, but the railroads think more of the passenger traffic than the milk traffic and the farmer has to suffer the consequences.

At a number of points farmers are considering seriously the trucking of the milk from the farms to the city. It's too early to say what the ultimate result will be.

## MEETINGS OF LOCALS HELD IN MANY SECTIONS

### SHILOH LOCAL

There was a large turnout of members of the Shiloh, N. J. Local at Bridgeton, N. J., on June 18th. The meeting was called to consider a new milk buying program, presented by Abbotts Alderney Dairies. After a lengthy discussion, the plan of paying 1 cent per quart for milk below the state standard of 2.25 per cent. butterfat which had been set as effective May 18th, was extended until July 1st, 1921. The contention of the buyer was that low test milk was unmarketable as such and it would be necessary to add cream to such milk to bring it up to the state requirements.

Under the agreement milk received at the Shiloh station running below 3.25 per cent. butterfat, will be paid for on a basis of one cent per quart less than regular prices.

### QUAKERTOWN LOCAL

The Quakertown Local held a special meeting at Richlandtown, Pa., Friday

## PRODUCTION AND USES OF MILK IN THE UNITED STATES, 1920 AND 1919

1920					1919				
PRODUCT	Milk used per milch of product	Quantity of product manufactured <sup>1</sup>	Total whole milk used	Per cent of total milk	Quantity of product manufactured <sup>1</sup>	Total whole milk used	Per cent of total milk		
	Pounds.	Pounds.	Pounds.		Pounds.	Pounds.			
Creamery butter	21	862,777,000	18,135,117,000	20.226	875,000,000	18,375,000,000	20.404		
Parm. butter	21	675,000,000	14,175,000,000	15.810	685,000,000	14,385,000,000	15.973		
Cheese (all kinds)	10	7,392,611,000	3,621,310,000	4.042	420,000,000	4,200,000,000	4.694		
Condensed and evaporated milk	2.5	1,578,015,000	3,945,038,000	4.400	1,925,000,000	4,813,000,000	5.344		
Powdered milk	8	10,331,000	82,672,000	.092	9,000,000	72,000,000	.080		
Powdered cream	19	309,000	5,871,000	.007	670,000	12,000,000	.013		
Malted milk	2.2	19,715,000	43,375,000	.048	18,000,000	40,000,000	.045		
Stiffed milk (canned)	7	5,623,000	5,623,000	.006	4,500,000	4,500,000	.005		
Oleomargarine (all kinds)	7.065	370,162,925	31,250,000	.027	371,320,000	87,000,000	.097		
Milk chocolate	11	60,000,000	60,000,000	.007					
Ice cream, soft	13.75	260,000,000	3,575,000,000	3.987	230,000,000	3,450,000,000	3.831		
Total milk used in manufacturing			43,676,260,000	48.712		46,139,000,000	50.456		
Per capita	People				People				
Household purposes	1.43	105,708,770	29,090,000,000	45.599	121,000,000	38,619,000,000	42.882		
Feed to calves	2.00	21,012,000	4,202,000,000	4.687	2,000,000	3,500,000,000	3.886		
Waste, loss, etc.			2,689,000,000	3.000		2,500,000,000	2.776		
			89,658,000,000	100.000		90,657,000,000	100.000		

<sup>1</sup> & Bureau of Market. Other figures are estimates.

<sup>1</sup> Figures for manufactured products for both years are from reports to the U. S. Bureau of Markets; other figures are estimates based on surveys, etc.

<sup>2</sup> Including 4,300,000 lbs. of farm cheese.

<sup>3</sup> A large portion of skim milk is also used. The figure used in 1919 (0.23 lbs.) included some of this.

<sup>4</sup> A large part was made from milk powder, condensed milk, etc.

<sup>5</sup> Baked-made cream weighs 6 lbs. per gal., and continuous machine made ice cream weighs 5 lbs. per gal. averaging 13.75 lbs. of milk to make, rather than 15 lbs. as calculated for 1919.

<sup>6</sup> Reports show 13% increase over 1919.

<sup>7</sup> Gallons.

<sup>8</sup> Population in the 1919 statement was estimated at 106,700,000.

<sup>9</sup> Pounds.

<sup>10</sup> Figuring 5% slaughtered at once, and 85% fed. Calf crop 90% of cows.

Some locals, particularly where the dairymen have been experiencing no difficulties in their marketing problems, have developed a spirit of indifference. In other words they are satisfied and are inclined to let the outsider continue to ride on their wagon. These outsiders should be signed up and should help defray the expenses of the organization that is proving beneficial to them.

The directors authorized the executive committee to engage an additional field man to further the organization work.

Secretary Balderston presented a detailed report of the advertising and publicity work being done by the Inter-State Dairy Council. He also reported on the legislative work in connection with bills to prevent the manufacture of milk substitutes.

A detailed report was also presented by Mr. Balderston on the work of the committee on costs of milk production with the idea to have an adequate protection for the industry in the proposed tariff bill. (Details of this report are printed elsewhere in this issue.)

The directors on motion directed the executive committee to make all the necessary preparations and arrangements for the annual meeting of the association in December.

Daylight saving may have a value to a few tennis and golf players, but we are not able to see where it is any advantage to the rank and file of workingmen and it is a distinct disadvantage to the farmer. In fact one month's trial, the leopard spot style of daylight saving such as we are now trying to operate under, causes nothing but confusion and the sooner it is abolished and the country gets on the old fashioned level plan of time, as good for one as it is for another, the better we will all be off.

## WISCONSIN FILLED MILK BILL

The Legislature of that representative dairying state, Wisconsin, has passed a bill which has been signed by the Governor of the state, prohibiting the manufacture of the coconut oil substitutes, such as Hebe, Carolee, Nutro, Enzo, Nyeo, Silver Key, etc. The bill is practically the same as was introduced in the Pennsylvania and the New Jersey Legislatures. The assembly passed the bill by a vote of 67 to 10. In the Senate it had a unanimous vote.

## Milk For Health

Sediment in milk indicates carelessness and makes the product less saleable. Straining removes only the coarse dirt. Keep the fine dirt out by having the cows and stables clean; milk with clean hands into clean small top pails.

## VIRGINSVILLE LOCAL

The Virginsville, Berks county, Pa. Local of the Inter-State Milk Producers Association held an interesting meeting on Monday evening, June 27, 1921. H. D. Allebach, vice president of the Inter-State Association made an interesting address on general milk market conditions.



## INTER STATE MILK PRODUCERS REVIEW

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### Editorial

"A chain is just as strong as its weakest link." This is an old and very apt phrase and is particularly applicable to co-operative marketing organizations.

In co-operative work the whole structure is menaced by the weak links. They may well serve their purpose under ordinary conditions but in time of stress and trial their weakness becomes apparent. All the good and effective work of a parent organization can be undone through weak and inefficient locals.

Why is the farmer so prone to forget the organization that has benefited him? Why does he fail to support and aid in the upbuilding of his own co-operative?

Frequently some minor grievance is the cause. Often it may be from the policy of secretiveness—the unwillingness to let his neighbor know how and why some things may be done. Too often it has been from a feeling that he might be involved in something that may ultimately adversely affect his pocket-book.

Often co-operatives have been mismanaged, very often due to the fact that the management has been inefficient—not that a locally selected manager might not be able—but largely on account of the fact that the party selected is inexperienced and has not specialized in the particular field. In fact lacks practical experience and is therefore handicapped before the start. The success of a co-operative is dependent upon its management which must be practical and efficient. On the other hand the upbuilding of the co-operative marketing organization is a trying process. Frequently many prejudices must be overcome but there is little if any excuse for the lack of interest in any local which is affiliated with a successful organization and while every thing may apparently be running smoothly the test will come in time of difficulties, when the weakness of the local is brought out.

The dairy farmer of today has largely developed a broader viewpoint. He knows that co-operative marketing is beneficial. Organizations of dairymen, working under plans best suited to their own marketing conditions have been

successful, probably not all in the same measure, as conditions and problems vary—but on the whole the farmer has been benefited. Frequently the betterments have been slow in attainment, but ultimately favorable results are obtained. Often the member of a co-operative organization is receiving a benefit but having no means of making comparisons, is unable to measure it.

Too frequently the dairymen going into a co-operative expects his troubles to be ended at once. He does not consider the time and effort that has been necessary to get him and his neighbors interested. Nor does he realize how long the process may be in correcting conditions on the part of others. Nor does he realize the effectiveness of strong representation in his own local. The weight that can be brought to bear when one hundred per cent. of the producers are represented is most effective. It should be the aim and object of every organization local to maintain its strength at a 100 per cent. basis.

It is not only effective marketing methods that have been developed through co-operative methods. A live local broadens, it develops other branches of co-operative work. Cow Testing Associations, the replacement of grade with pure bred bulls, co-operative buying of feeds and many other features develop and mean dollars saved.

All in all it should be the first object of every member of any local to attain its full strength. Every producer in the territory should be enrolled—should co-operate. The man who is riding on your wagon is an expense to you. He shares in your gains and bears none of the burdens. See to it that every one who benefits by your efforts shares in the expense and remember, maximum results are not attained in a day. Patience and perseverance are necessary, not only in obtaining maximum membership but also in obtaining satisfactory results in general.

The general public demands a clean, wholesome food product. Milk and dairy products depend upon the public entirely for their market and the public therefore must be taken into consideration seriously.

For a long time we have been calling to the attention of producers of milk, the necessity for more care in the production and care of their milk.

Milk as produced by the cow is free of mechanically mixed dirt. Contamination with dirt or bacteria producing elements must be avoided. In the heated term of the year, milk unless cooled and kept cool, naturally sours as every condition favoring the formation of lactic acid bacteria or souring is present and greatly increased as the temperature rises. It is within the possibilities of the milk producers to prevent souring and also to prevent the contamination of milk from outside sources and by carelessness.

Clean, pure milk is being more and more insistently demanded by buyers. We ourselves are educating the public to use more milk, showing its food value, advertising greater consumption and it's up to us to produce milk that will stand the test of quality.

Not only in milk has the demand for a better quality product been developing in a most pronounced manner. The movement has extended to all dairy products.

We have read recently, activities bringing this same situation to the attention of creameries and butter makers, em-

phasizing the necessity of an improvement in the quality of their products if they are to compete in the world's markets.

Quality means success in the eyes of the consuming public and if we are to hold our markets and increase consumption it is up to the producer and manufacturer of dairy products to maintain the quality at the highest standard.

Are you helping the "cocoanut cow" to supplant your own dairy cow?

Every buyer and user of oleo, every buyer and user of "filled milk," and every buyer and user of cocoanut oil filled ice cream, is helping the "cocoanut cow" along and incidentally killing a market for just so much butter, milk and ice cream.

Users of these substitutes are cheapening your market, but when you yourself, as a producer, become a consumer of these products, you are aiding in the downfall of the dairy industry, the industry on which you yourself are depending for your living.

It's time to wake up. Substitutes for dairy products, usually sold cheaper than straight dairy products, are dear at any price. They lack the food elements of milk and milk products, and worse than that they cheapen your product in that they decrease consumption of pure, wholesome dairy products by just the amount of their sale.

Discourage the use of these substitutes and above all, if you have been using them yourself, stop the practice at once.

## THE BALTIMORE MILK SITUATION

The hot dry weather during the latter part of June caused the supply of milk in this territory to drop to such an extent that it now equals the demand, thereby taking off of the market the large surplus we have been carrying for several months.

During the month of May and the early part of June this surplus was so large that we were compelled to accept a price of fourteen cents per gallon for our surplus milk for the month of June, besides taking care of several hundred gallons of unplaced milk. This milk has now been placed permanently with regular dealers and the surplus price discontinued.

The price for all milk for the month of July will remain the same as the basic price for June—twenty-six cents per gallon for 4% milk f. o. b. Baltimore.

The price to the consumer will be unchanged remaining twelve cents per quart and seven cents per pint.

The milk market here has always been one of a flexible character, part of the year having a surplus, followed by a shortage. In order to take care of this situation it has been thought best by our directors to buy and equip a surplus and by-product plant, to be used only for the purpose of relieving our dealers of part of their surplus when they have it and furnishing them with milk when they are short. We believe in this way we can care for our market better than in any other way and we have begun to raise a fund for this purpose.

We hope the surplus season is about over for this year, but want to be in a position to take care of it when it comes on the market again.

D. G. HARRY,  
President, Maryland State  
Association

## NEW YORK PRICES

The announced pooled price by the Dairymen's League for May milk was \$1.73 per hundred pounds for 3 per cent. milk in the two hundred mile zone. The prices of Class IV milk were .885 and .875 respectively for milk for butter and cheese.

Prices for July on the same butterfat basis and in the two hundred mile zone are as follows. Class I, \$2.20; Class II, \$1.55; Class III, \$1.50. Prices for Class IV milk will be based on monthly quotations for butter and American cheese. The June price for Class IV milk, that is based on butter and cheese, is announced as .92 cents and .815 cents respectively.

## ASSOCIATION ACTIVITIES

About the average number of meetings of locals have been held throughout the Inter-State Milk Producers Association territory. The majority of the meetings have been of the ordinary character, but in most cases have been attended by one or more of the officers or directors of the association.

The most of the difficulties that came up for attention were those of a minor character readily adjusted when the questions were taken up in the spirit of co-operation.

While there was considerable movement of milk early in the month, from one buyer to another, there was a marked decrease toward the close of June, particularly in direct shipped milk. Ap proximately 25 d were placed with new buyers during month.

The board of directors held a meeting on June 15, which was well attended. A number of important matters were discussed, particularly in connection with expanding the membership.

Reports on the work of the Inter-State Dairy Council and legislative activities were received.

The executive committee has had several meetings during the month. One of the most important was with the dealers and manufacturers to lay plans for the advertising and educational program during the fall and winter months.

Reports on the progress of the Clean Milk Campaign were received. This work will be carried on in all counties where the Inter-State Milk Producers Association is organized.

Several new locals have been formed during the month. The increase in membership during June totaled 230.

The Guernsey Breeders of Chester county, Pa., have recently completed a tour of the county which was made with a view of better familiarizing themselves as well as others, with the breed.

About a dozen dairymen left West Chester on June 7th, making their first stop at the farm of H. J. Haskell, at Cossart, where an inspection of the buildings and herd were made.

The party, which increased in numbers as the day advanced, next stopped at Longwood Inn, near Kennett Square. A lunch, including Guernsey milk, was served. Following luncheon, Miss Myrtle L. Barger made a short talk on "Clean Milk," in which it was brought out that the production of clean milk is more the result of care and effort rather than expensive equipment.

The next place visited was that of N. B. Chandler, at Unionville, where a splendid herd of grade and pure bred Guernsey cows was inspected.

The final visit of the day was to the farm of E. Maule & Co., Unionville, Pa.

## LATEST MARKET PRICES

The Basic and Surplus Plan of Purchasing milk in the Philadelphia territory again became effective with January. Under this plan the average quantity of milk shipped during October, November and December, 1920, is taken as the "basic quantity" and is paid for at the basic price named. All milk in excess of the basic quantity will be paid for on the basis of 92 score solid packed creamery butter New York City, plus 20 per cent.

Producers changing from one buyer to another after January 1st, are considered as moving forfeited their basic standard and when taken on by other buyers are rated at a 50 per cent. basic and 50 per cent. surplus basis.

Prices subject to change whenever warranted by market conditions.

F. O. B. Philadelphia  
From these prices one cent per 46 cents (or one cent per 100 pounds) is to be deducted by the buyer, which together with one cent per 46 cents, contributed by the buyer, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Test	Basic Price	Basic Price	Price for all milk above the basic
Per cent.	per 100 lbs.	per quart	Quantity
3.0	\$2.47	5.35	3.6
3.1	2.51	5.43	3.7
3.2	2.55	5.55	3.8
3.3	2.59	5.65	3.9
3.4	2.63	5.75	4.0
3.5	2.67	5.85	4.1
3.6	2.71	5.9	4.2
3.7	2.75	6.03	4.3
3.8	2.79	6.05	4.4
3.9	2.83	6.15	4.5
4.0	2.87	6.25	4.6
4.1	2.91	6.35	4.7
4.2	2.95	6.45	4.8
4.3	2.99	6.55	4.9
4.4	3.03	6.6	5.0
4.5	3.07	6.65	5.1
4.6	3.11	6.75	5.2
4.7	3.15	6.85	5.3
4.8	3.19	6.95	5.4
4.9	3.23	7.05	5.5
5.0	3.27	7.15	5.6

When the milk is not tested the price f. o. b. Philadelphia is 6 1/4 cents per quart

### RECEIVING STATION PRICES

From this date quotations will include a deduction of one cent per 100 pounds which amount, together with one cent per 100 pounds, contributed by the buyer, is to be turned over by each buyer to the treasurer of the Inter-State Dairy Council for the purpose of conducting a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Less Freight and Receiving Station Charges	Basic Price	Price per 100 lbs. surplus milk at all receiving points
Miles	per 100 lbs.	Test %
1	\$1.96	3.0
11	1.94	3.1
21	1.92	3.2
31	1.91	3.3
41	1.89	3.4
51	1.87	3.5
61	1.86	3.6
71	1.85	3.7
81	1.84	3.8
91	1.82	3.9
101	1.81	4.0
111	1.80	4.1
121	1.79	4.2
131	1.77	4.3
141	1.76	4.4
151	1.75	4.5
161	1.74	4.6
171	1.73	4.7
181	1.72	4.8
191	1.71	4.9
201	1.70	5.0
211	1.69	5.1
221	1.68	5.2
231	1.67	5.3
241	1.66	5.4
251	1.65	5.5
261	1.64	5.6
271	1.63	5.7
281	1.62	5.8
291	1.61	5.9

Freight rates deducted on a basis of 46 quarts 113 per cent. of 40 quarts plus 3 per cent. war tax. Four-tenths of a cent added or deducted for each tenth of one per cent. butterfat above or below 3 per cent.

### JULY BASIC PRICES

Test	Basic Price	Basic Price
Per cent.	per 100 lbs.	per quart
3.0	\$2.47	5.35
3.1	2.51	5.43
3.2	2.55	5.55
3.3	2.59	5.65
3.4	2.63	5.75
3.5	2.67	5.85
3.6	2.71	5.9
3.7	2.75	6.03
3.8	2.79	6.05
3.9	2.83	6.15
4.0	2.87	6.25
4.1	2.91	6.35
4.2	2.95	6.45
4.3	2.99	6.55
4.4	3.03	6.6
4.5	3.07	6.65
4.6	3.11	6.75
4.7	3.15	6.85
4.8	3.19	6.95
4.9	3.23	7.05
5.0	3.27	7.15

When the milk is not tested the price f. o. b. Philadelphia is 6 1/4 cents per quart

### RECEIVING STATION BASIC PRICES

Less Freight and Receiving Station Charges	Basic Price	Price for all milk above the basic
Miles	per 100 lbs.	Test %
1 to 10 incl.	2.27	3.0
11 to 20 "	2.25	3.1
21 to 30 "	2.23	3.2
31 to 40 "	2.21	3.3
41 to 50 "	2.19	3.4
51 to 60 "	2.17	3.5
61 to 70 "	2.15	3.6
71 to 80 "	2.13	3.7
81 to 90 "	2.11	3.8
91 to 100 "	2.09	3.9
101 to 110 "	2.07	4.0
111 to 120 "	2.05	4.1
121 to 130 "	2.03	4.2
131 to 140 "	2.01	4.3
141 to 150 "	1.99	4.4
151 to 160 "	1.97	4.5
161 to 170 "	1.95	4.6
171 to 180 "	1.93	4.7
181 to 190 "	1.91	4.8
191 to 200 "	1.89	4.9
201 to 210 "	1.87	5.0
211 to 220 "	1.85	5.1
221 to 230 "	1.83	5.2
231 to 240 "	1.81	5.3
241 to 250 "	1.79	5.4
251 to 260 "	1.77	5.5
261 to 270 "	1.75	5.6
271 to 280 "	1.73	5.7
281 to 290 "	1.71	5.8
291 to 300 "	1.69	5.9

### SURPLUS BASIS PRICES

4 per cent. milk at all receiving points	First half	Average per month
1920	\$3.16	\$3.12
January	3.20	3.18
February	3.14	3.19
March	3.22	3.23
April	3.26	3.28
May	3.26	3.30
June	3.27	3.32
July	3.27	3.33
August	3.27	3.34
September	3.27	3.34
1921		
January	2.61	2.53
February	2.61	2.54
March	2.61	2.54
April	2.61	2.54
May	2.61	2.54
June	2.61	2.54

These prices are based on 120 per cent. of the average monthly or semi-monthly price of solid packed 92 score creamery butter, New York City

### MONTHLY PRICES OF GRADE B OR MARKET MILK

F. O. B. per station 50 mile zone per cwt	Receiving station 50 mile zone per cwt
1920	
January	8.1
February	8.1
March	8.1
April	8.1
May	8.1
June	8.1
July	8.1
August	8.1
September	8.1
October	8.1
November	8.1
December	8.1
1921	
January	7.1
February	7.1
March	7.1
April	7.1
May 1-17	7.1
May 18-31	6.25
June	6.25

### JULY COMPARATIVE PRICES

PAID PRODUCERS FOR MARKET MILK	Basic Price	Surplus
4 per cent. butterfat, per 100 pounds	Basic Price	Surplus
Philadelphia, 50 mile zone	\$2.27	
New York, 200 mile zone	1.95	
Pittsburgh, outlying points	1.90	
Baltimore, per gallon f. o. b.	\$0.26	

### CURRENT RETAIL MILK PRICES

Grade B or Market Milk	Quarts	Pints
Philadelphia	14	7
New York	14	7
Baltimore	14	7
Pittsburgh	14	7

### 92 score solid packed creamery butter

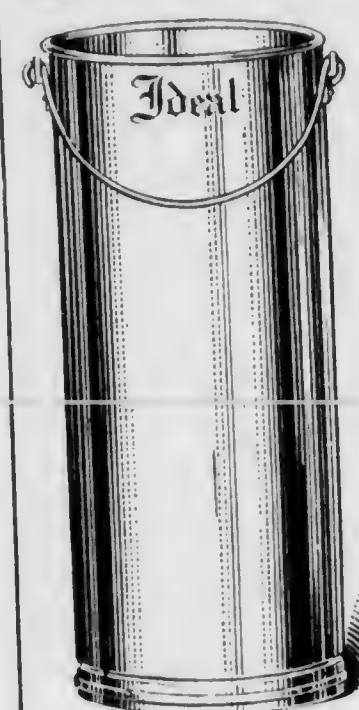
New York	Chicago
29	30
30	30
31	30
32	30
33	30
34	30
35	30
36	30
37	30
38	30
39	30
40	30
41	30
42	30
43	30
44	30
45	30
46	30
47	30
48	30
49	30
50	30

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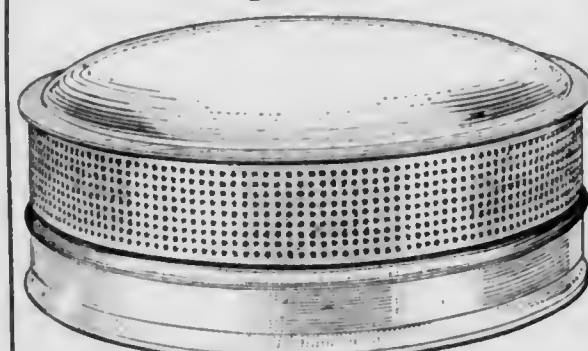




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The Ideal Can with its patented wear-resisting bottom will outlast any number of the ordinary setting cans.

The Ideal has become a factor in the up-to-date creamery, eliminating the constant expense of repairing the average can. Whether you can use one can or thousands, it will pay you to investigate the merits of our Ideal. Made by the makers of the Famous Ideal Ventilator Covers.



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Milk For Health

## MILK SUBSTITUTES NOW BEFORE NATIONAL CONGRESS

Hebe, Carolene, Enzo, Nutro, Nyco, etc., Again Being Fought

Persistent efforts, strongly backed by the dairy interests, to have legislation passed in various states, during the past six months, prohibiting the manufacture and sale of the so-called milk compounds or "filled milks," in which cocoanut or other vegetable oils replace the original butterfat, has now been shifted to Congress.

The House of Representatives now has before it two bills, dealing with these substitutes. One, H. R. 6215, introduced by Edward Voigt, of Wisconsin, proposes that the present act for preventing the manufacture, sale or transportation of adulterated or misbranded or poisonous or deleterious foods, etc., be amended and the following paragraph added:

"Third. If in the case of milk, cream, skimmed, condensed, evaporated, concentrated, powdered, dried or desiccated milk, there has been added to the same, or the same has been blended or compounded with, any fats or oils other than milk fats."

Another bill, H. R. 7079 introduced by Mr. Beck, defines "condensed filled milk," "evaporated filled milk," "condensed filled milk," "sweetened concentrated filled milk," and imposes a tax and regulates the manufacture, sale, importation and exportation thereof.

It imposes an annual tax of \$1,500 on manufacturers; \$750 per annum on wholesale dealers; \$12 per annum on retail dealers and that a tax of 3½ cents per pound be levied and that every manufacturer affix coupon stamps on each pound can or fractional part of a pound.

Heavy penalties are provided for any violation or infringement of the proposed act.

The first hearing on the Voigt bill, was held before the House Committee on Agriculture on June 13th.

Congressman Voigt presented in his introductory remarks, a very strong argument for the bill and called as his first witness, Dr. E. V. McCollum, of Johns Hopkins University, Baltimore, Md. Mr. McCollum presented in detail the results of his experiments over many years showing that dairy products supply the only protective foods likely to be used in sufficient quantity in the American diet to produce normal growth in children and protect normal health in adults.

He contrasted this very plainly with the oriental diet, which includes large quantities of leafy vegetables. The Oriental he said is undersized and disposed to early senile decay.

The great races of the world he said were those who had milk as the basis of its diet.

The sale of any food which in any way would result in the people using it as milk and in the place of milk, when it was not milk, weakened resistance to disease, and retarded growth, should be prohibited.

Vegetable oils do not contain vitamins and cannot be relied upon as protective foods.

Photographic reproductions of animals fed upon a diet deficient in milk or its products were shown to illustrate the lack of growth and health without butterfat in the diet. He stated to the committee that men fed on the normal diet, with milk left out, even when given a normal ration of other food, had

other leafy vegetables, developed pellagra and were cured of the disease when milk was added to the ration.

"We eat too much meat," he said and recommended the reduction of the meat ration and an increase of the milk ration. Every person should use two quarts of milk per day, he told the committee.

A. J. Glover, editor of Hoards' Dairyman, and Seward A. Miller, of the Dairyman's League, followed with brief but effective arguments in favor of the bill.

Adjournment was then taken and the date for the next hearing will be announced later.

R. W. Balderston, secretary of the Inter-State Milk Producers Association, and A. A. Miller, editor of the Milk Producers Review, were in attendance at the meeting and owing to lack of time will testify in favor of the bill at the next hearing.

The committee voted to call Dr. L. B. Mendel, of Yale University as a witness. Other eminent dietitians and authorities will be heard in favor of the bill.

The fight against milk substitutes, imitations or counterfeits, such as Hebe, Carolene, Enzo, Nyco, Nutro, Silver Key and others, has only been transferred from the state to national legislative bodies. They will be fought with all the vigor we have—in the meantime they are sold as milk and replace just that much straight milk in general consumption.

It is claimed that a market for 7,000,000 pounds of butterfat was destroyed last year as the result of the marketing of cocoanut oil filled milk. On this basis it is estimated that cocoanut oil replaced 40,000 cows in America last year.

### QUEEN ANNE LOCAL

Upwards of two hundred members and farmers attended a meeting of the Queen Anne Local of the Inter-State Milk Producers Association in Queen Anne, Md., on June 20th, to discuss the proposition of the maintenance of the receiving station of that place.

Dollingers Dairies, who operate this plant had given the Helvetia Company, operating a condensary at Greensboro, Md., an option on the plant at Queen Anne.

Nearly fifty new members were enrolled.

After a general discussion of the various problems a committee was named to confer with Dollingers Dairies. Following the meeting the committee met representatives of the Dollingers and the latter agreed to withdraw the option and continue to operate the Queen Anne station and take the farmers milk until further advised.

### QUINTON, (N. J.) LOCAL

A meeting of the dairy farmers in the neighborhood of Quinton, Salem county, N. J., held a meeting early in June, under the direction of A. B. Wadlington, of the Inter-State Milk Producers Association, for the purpose of organizing a local at Quinton, N. J.

About fifty dairy farmers were present, some of whom were already members of the association. Twenty-one new members were signed.

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Part 2. The Cost of Milk Production. 8. The Cost of Milk Distribution. 9. Sanitary Requirements in Their Relation to Price. 10. How Shall Milk be Distributed? 11. Can Milk Distribution Costs be Lowered? 12. The Public Interest in Milk Distribution.  
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Endorsed by Herbert Hoover, former Food Administrator; John LeFebvre, International Milk Dealers Association; Margaret H. Boden, Chm. Food Section, Phila. Fair Price Commission; R. W. Balderston, Sec'y, Inter-State Milk Producers Association.

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Several minor grievances with the buyer of milk in that territory were satisfactorily adjusted.

Richard Ware was elected chairman and H. S. Kidd was elected secretary of the new local.

## HOLSTEIN FRESIAN ANNUAL MEETING

Frank O. Lowden, of Oregon, Illinois, a Holstein breeder for a good number of years and ex-governor of that state, was elected president of the Holstein-Friesian Association of America in a two-day session at the thirty-sixth annual convention of that body, held at Syracuse, New York, June 1st and 2nd. He succeeds D. D. Aitken, of Flint, Michigan, president of the association since 1914.

A reduction of transfer fees to members was voted establishing the new rate for transferring a Holstein at 50c instead of a dollar as formerly. J. M. Hackney, Arden Farms, St. Paul, Minn., brought out that the Jersey Association charges \$2.00 for transfers to members and the Guernsey Association charges \$2.50. The reduction makes it necessary to suspend temporarily all promotion work previously carried on by the Extension Department of the Association.

Fred Palst, of Wisconsin, was elected a director to succeed George E. Van Huggen, of Illinois; three other new directors are: Dr. G. V. Armstrong, of Watertown, N. Y.; J. M. Kelly, of Baraboo, Wisconsin and Prof. T. E. Elder, of Mt. Vernon, Mass.

Secretary F. L. Houghton, of Brattleboro, Vt., M. H. Gardner, of Delavan, Wis., Supl. of Advanced Registry, and Wing R. Smith, Syracuse, New York, treasurer of the association, were all unanimously re-elected. H. W. Norton, Jr., of Howell, Michigan, was appointed a director to complete the term of B. B. Davis, of Omaha, Neb., resigned. George E. Stevens, of Pennsylvania was elected vice president.

A resolution by J. M. Pensley, of Cheshire, Conn., to rescind the resolution adopted at St. Paul last year for the selection of a national home combining the separate offices of the association under one roof was defeated. A resolution to return fifty per cent. of the transfer fees to State Holstein associations introduced by A. L. Brockway, of Syracuse, New York, was withdrawn by Mr. Brockway and not voted on. A districting plan worked out by Mr. Reynolds, of Pennsylvania, suggesting election of directors according to districts and election of directors according to membership by the members of the district only was tabled.

The New York Holstein-Friesian Association acting as hosts to the convention spared no expense in the entertainment of the visitors. Automobile trips through the most beautiful sections of New York State, including a trip to the Thousand Islands along the Canadian border and a banquet with over a thousand breeders in attendance were the most successful features of the program.

## REDUCTION OF CROPS JUSTIFIED BY SECRETARY OF AGRICULTURE WALLACE

The following extract, reprinted from a Washington telegram in the Philadelphia Ledger quotes Secretary Wallace as follows:

American Chambers of Commerce should "acquaint themselves and city people generally with the intimate and reciprocal relation between agriculture and all other industries." Secretary Wallace said today in a letter to W. E. Holler, of the Flint, Mich., chamber, who had asked the secretary's judgment as to the thing of first importance to be undertaken by trade bodies.

"Kill off the fallacy that it is immoral for farmers to adjust their production to the probable demand by curtailing a particular crop in the face of a present prospective oversupply and ruinously low prices—a thing manufacturers have been doing from the beginning of time," the secretary wrote.

## CAPPER-VOLSTEAD BILL

The Capper-Volstead bill, intended to legalize co-operative marketing organizations, introduced by representative Volstead in the House of Representatives, passed that body with a vote of 294 to 49. In the Senate, this bill has been referred to the committee on judiciary. A bill of identical text was introduced in the Senate by Senator Capper and has been referred to the committee on agriculture.

We therefore have the same bill before two committees in the Senate.

Some effort is going to be necessary to get these bills out of committee. The farmer should urge his Senator, or the chairmen of these two committees to get some action on these bills. A letter to H. C. Wallace, secretary of agriculture, urging his favorable influence would no doubt help matters.

The officers of ever local of the Inter-State Milk Producers Association should take action at once. Co-operative effort is necessary to get action on this bill. Let's get busy and co-operate now.

Senator G. W. Norris is chairman of the committee on agriculture and Senator Knute Nelson is chairman of the committee on judiciary.

## JUNE MILK CONDITIONS

(Continued from page 1)

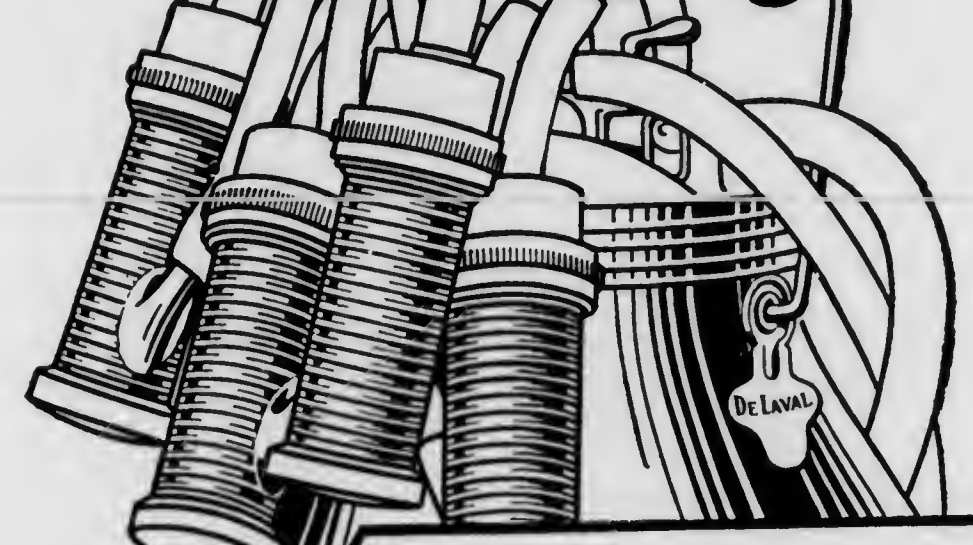
30 per cent. surplus, of \$2.05 per hundred at all receiving stations. This price compares very favorably with that in other markets, in many cases not over \$1.25 per hundred being paid.

The average pooling price paid the producer for May by the Dairymen's League, was, according to recent advices, 1.735 cents for 3 per cent. milk in the 200 mile zone. Under the pooling basis in that district the price realized for May milk that went into butter and cheese was 88.5 and 87.5 cents respectively, while the arranged price for whole or class I milk, to the dealer was \$2.30 and \$2.10 for class II and \$1.80 for class III milk.

The flush season was on in the butter market early in the month. Weather conditions favored heavy milk production, which reflected itself in the butter output. The price of 92 score butter in New York City on June 1 was 30 cents a pound. Butter went into storage freely at the then prevailing prices, which have been steadily hardening, reaching 33½ cents near the close of the month. Danish butter has not figured very extensively in the market the past month, although early in the month that grade commanded one cent a pound premium over home brands.

The condensed milk market, with the increase in the milk supply, together with generally lower prices, weakened in price. Both sweetened and evaporated case goods show a price recession averaging about 50 cents a case. There has been little business for export. The most important domestic business was an inquiry for 21,000 cases of evaporated milk for the United States Navy, on which, it is reported, \$4.00 per case was shaded.

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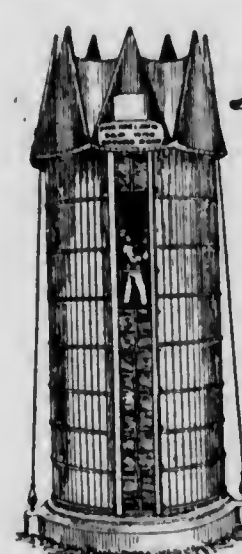
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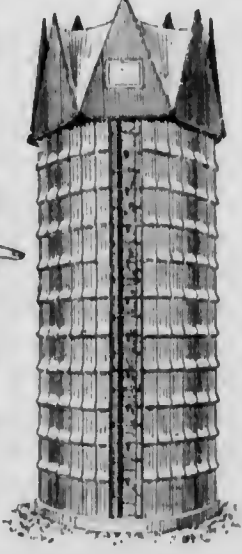
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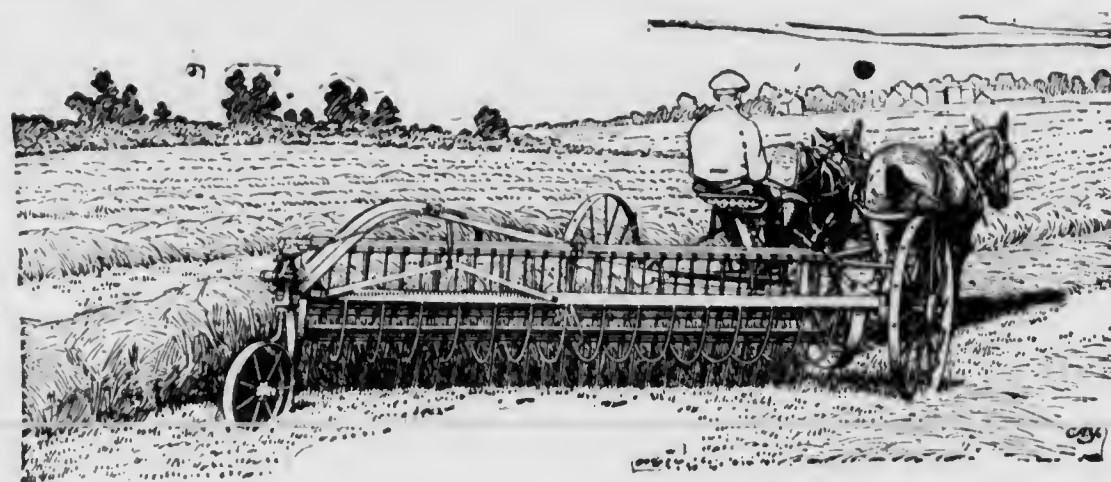
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## COW TESTING ASSOCIATIONS

**CUMBERLAND COUNTY ASSOCIATION**  
A. A. Raudabaugh, Mechanicsburg, Pa., Tester

The report of the above shows that 24 herds comprising 299 cows in milk were tested. Forty-four dry cows were reported. Five unprofitable and four profitable cows were sold. Number of cows producing over 40 pounds fat, 52; over 50 pounds fat 19; number of cows producing over 1000 pounds milk, 97; over 1200 pounds, 85. Ten highest producing cows in butterfat for month.

Ten highest producing cows in 1934 for milk and butterfat							
Owner	Name of cow	Breed	Age	Yrs.	Lbs. Milk	% Fat	Lbs. Butterfat
G. L. Struck	Daisy	G. Hol.			1832	4.2	76.9
L. V. Otto	Virginia	Hol.	4	1934	3.9	75.4	
L. V. Otto	Mabel	Hol.	6	2678	3.73	74.6	
J. W. Miller	Shambough	Hol.	4	2412	3.06	73.8	
L. V. Otto	Peggy	Hol.	4	1914	3.65	71.0	
L. V. Otto	Priscilla	Hol.	4	1950	3.29	62.2	
L. V. Otto	Jinglebell	Hol.	4	1860	3.3	61.4	
L. V. Otto	Polly	Hol.	4	1514	3.9	60.2	
G. L. Struck	Lady	G. Hol.			1581	3.8	60.1
H. B. McCormick	Floss	G. G.			1302	4.3	56.0
Average of 10 highest cows					1838	3.66	67.2

**SOUTHERN YORK COUNTY ASSOCIATION**  
Wm. M. Klinedinst, Tester

Southern York County Association completed its second months work on June 10th, during which twenty-eight herds including three hundred and eighty-six cows were tested. As a result, seven unprofitable cows were sold and five members began feeding a balanced ration according to milk production. One member has replaced a grade sire with a purchased Holstein.

Seventy cows produced over forty pounds and twenty-two over fifty pounds of butterfat, while sixty-nine produced over one thousand pounds and thirty-seven over twelve hundred pounds of milk during the month.

The highest average was made by Davis Bros., Seven Valleys, with an average per cow of one thousand four hundred seventy-eight pounds of milk and forty-four and eight-tenths pounds of butterfat for the month.

The following tables give the ten highest cows in butterfat and milk productions.

Owner		Name of cow	Breed	Age	Lbs. Milk	% Fat	Lbs. Butterfat
Davis Bros.	Zama	R. Hol.	2	2396	4.0	95.8	
H. E. Robertson	Moontykes	R. Hol.	2	2297	3.4	78.1	
Davis Bros.	Pauline	R. Hol.	2	1944	3.9	75.8	
Dale D. Kilgore	Rose	G. Hol.	2	1711	4.2	71.9	
H. E. Robertson	Flora	R. Hol.	2	1866	3.6	67.2	
H. E. Robertson	5	R. Hol.	2	1631	4.0	65.2	
H. E. Robertson	141	R. Hol.	2	1910	3.4	64.9	
H. E. Robertson	30877	G. Guernsey	2	1206	5.3	63.9	
G. O. Jacobs	Miranda	G. Hol.	2	1570	3.9	61.2	
G. O. Jacobs	Dirty	G. Hol.	2	1809	3.3	59.7	

**LEBANON VALLEY COW TESTING ASSOCIATION**  
Paul S. Bupp, Tester, Lebanon, Pa.

Reports of this association show 30 herds to have been tested. Forty-six cows produced over 40 pounds and eleven over 50 pounds of fat. Sixty-two cows produced over 1000 pounds and twenty-seven over 1200 pounds of milk.

Ten highest producing cows in butterfat for month.

Ten highest producing cows		Breed	Age Yrs.	Lbs. Milk	% Fat	Lbs. Butterfat
Owner	Name of cow					
Frank Fernster	Pontiac Echo	Hol.	5	1814	4.3	78.0
Harvey Iba	Pearl	G. G.	8	1603	4.8	76.9
Frank Fernster	Wolfspring	Hol.	6	1882	3.5	65.9
David Snyder	Spottie	G. H.	8	1457	4.1	59.7
Elmer Bomberger	No. 2	Hol.	6	1553	3.8	59.0
John E. Bollinger	Burnside	Hol.	6	1469	3.9	57.3
David Snyder	Polly	Hol.	7	1445	3.9	55.2
Harvey Iba	Bird	G. G.	7	1101	5.1	55.1
David Snyder	Greenview	G. H.	5	1364	4.0	54.6
Frank Fernster	Echo	Hol.	6	1593	3.3	52.6

**MONTHLY REPORT OF THE UWCHLANDS COW TESTING ASSN.**

Number herds tested during month, 25; number cows in milk, 452; number cows producing over 40 lbs. fat, 53; over 50 lbs. fat, 13; number cows producing over 1000 lbs. milk, 58; over 1200 lbs. milk, 31. Ten highest producing cows in butterfat for month as follows:

Owner	Breed of cow	Lbs. milk	% fat	Butterfat
Chalfant Bros.	Holstein	70.	4.2	88.2
Gilbert Smedley	Holstein	63.1	3.9	73.8
Chalfant Bros.	Holstein	50.3	3.9	58.7
Gilbert Smedley	Holstein	48.1	3.9	56.6
Gilbert Smedley	Holstein	51.5	3.6	55.6
Phillips Bros.	Holstein	54.8	3.5	57.5
Waller Milvain	Holstein	43.3	4.	51.9
Payest Bros.	Holstein	44.4	4.	53.2
Chalfant Bros.	Holstein	46.5	3.7	51.6
Chalfant Bros.	Holstein	42.6	4.	51.1

Helena, a pure bred Holstein, owned by Chalfant Bros., Glen Moore, established a new record in the cow testing associations of Chester county. She produced 70 lbs. milk testing 4.2%, which give the high record of 82.2 lbs. of butter. The second highest record so far is held by a graded Holstein at the Westtown School. Her record is 85.9 lbs. of butterfat for the month of May.

**AVONDALE-WEST GROVE ASSOCIATION**  
Thomas C. Y. Ford, Tester

Herds tested, 19; cows in milk, 290; number of cows dry, 20; cows shown to be unprofitable, 2; number of grades replaced, 3; cows producing over 40 lbs. fat, 37; over 50 lbs., 3; number of cows producing over 1000 pounds of milk, 44; over 1200 lbs., 13. The ten highest producing cows in butterfat for the month follow:

Owner	Name of cow	Breed	When Fresh	Lbs. Milk	% Fat	Lbs. Butterfat
Dr. W. T. Worth	Monty	Hol.	Apr.	1217	4.7	57.2
B. E. Hickey	Dr. Young	Hol.	May	1363	3.8	51.8
Dr. W. T. Worth	Lydia	Hol.	Mar.	1116	4.6	51.3
James A. Barrow	Butter Cup	Guer.	Apr.	1197	4.5	49.8
Arthur P. Townsend	8	Hol.	Apr.	1205	4.1	49.4
Whitney & McCue	24	Hol.	Apr.	1168	4.2	49.0
Dr. W. T. Worth	Stell	Hol.	Apr.	1360	3.6	48.9
Dr. W. T. Worth	Horny	Hol.	Apr.	1210	4.0	48.4
Edgar T. Haines	Bonnie	Guer.	Jan.	1144	4.2	48.0
Whitney & McCue	16	Hol.	Feb.	1253	3.8	47.6

Pasture is getting short. Some dairymen are feeding the remainder of their silage. Others having planted oats and peas are feeding them greens. Most of the farmers are feeding a small amount of grain.

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The cows that give the high priced milk

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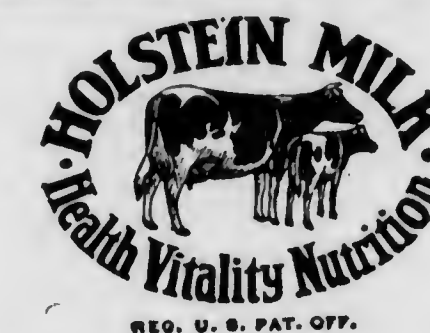
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Aged cows, bred to Rena's Baron of Highland, an outstanding son of Baron's Best of Bargenoch. Heifers, bred to these two great sires.

Young heifers.

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Herd free from tuberculosis

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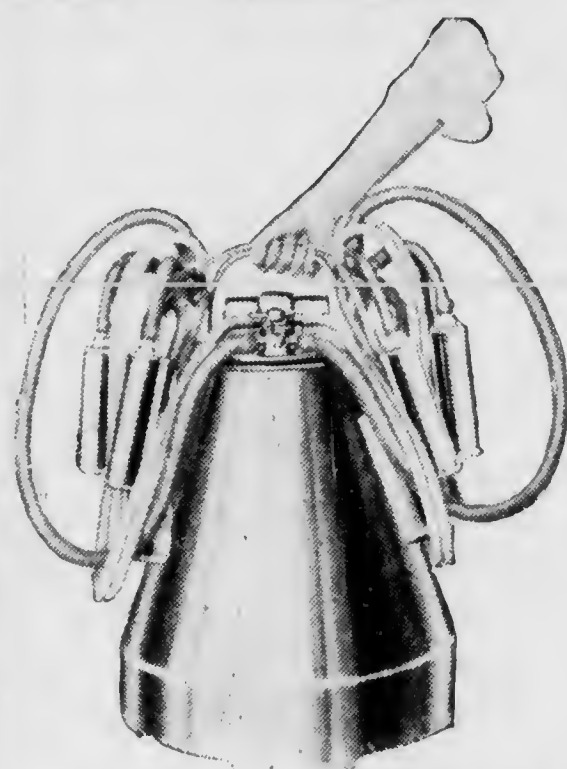
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To thoroughly realize the truth of our statements it is necessary to see and examine the Nu-Way Milker, or better still, to see it in actual operation on the cows. The simplicity of the machine throughout; the regular, gentle action of alternately milking two teats at a time; the unbreakable glass showing the milk flow at each teat cup; the ability to quickly cleanse and sterilize every part coming in contact with the milk; the use of the finest materials known in the construction of milking machines—these and other equally important features, most of which are exclusive, are what make the Nu-Way the most talked-of milking machine on the market today.

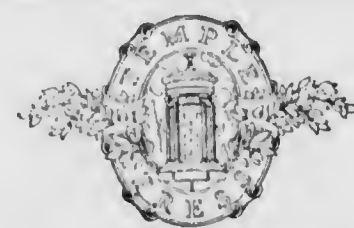
If you have a dairy of six cows let us send our descriptive catalogue, also the name of the nearest Nu-Way user. This will not entail the slightest obligation to buy.

**STANDARD SUPPLY COMPANY**  
WEST CHESTER, PA.

General distributors for  
**Nu-Way Sanitary Milkers**  
in Pennsylvania, New Jersey,  
Maryland and Delaware

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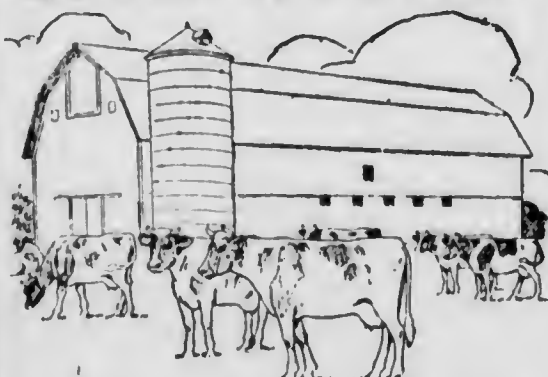


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PRINTER

BELL PHONE NO. 1 WEST CHESTER, PA.

PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

### Be Sure She Cleans



Retained afterbirth indicates a germ infection—that all your cows are likely to catch. Don't try to remove this afterbirth by the disagreeable hand method—the membranes are easily torn and further infected causing blood poisoning—besides you never get it all and serious results follow. B-K dissolves the adhesions, brings the afterbirth naturally, killing the germs and foul odors—no straining or irritation. B-K is much more effective and safer than Lugol's Solution, carbolic acid, or coal tar disinfectants which do not cleanse the uterus but coagulate the matter and make the uterus more acid and irritated and are poisons. Do not be without B-K—You have in the one bottle—your protection against abortion—retained afterbirth—call scours—always ready. Ask your dealer or write us for our booklet. Get a gallon—the standard Farm Package. If you dealer hasn't that size, have him get it for you. Philadelphia Farmers and Dairymen Supply Co. 1918 Market St. Phila., Pa.  
General Laboratories Sole Mfrs.



**Milk For Health**



A battery recharged here is one charged properly—for it is constantly under competent observation when it is "on the line" and exacting care is taken to prevent overcharging or any other injury.

Your battery lasts longest when we handle it.

OUR SERVICE is unbiased and dependable.

**Pusey & Young Storage Battery Station**

WEST CHESTER, PA. COATESVILLE, PA.

### COW SETS MILK RECORD

Bella Pontiac, the world's record cow, owned by T. A. Barron, of Brantford, Ontario, set a new record. Figures made public by James Wilson, supervisor of the official test of the Holstein-Friesian Association showed that for the fiscal year ending June 18 Bella Pontiac produced milk, 27,017 pounds; fat, 1259 pounds, and butter, 1573.75 pounds.

## UNITED STATES MILK PRODUCERS DAIRY TARIFF REPORT

(Continued from page 2)

In 1919, 416,000 gallons of cream were shipped from Canadian points to Boston. The butter produced by New England creameries would have provided four and a half million gallons of 36 per cent. cream, or 11 times the amount necessary to replace the Canadian shipments. The butter production in New England would have supplied 9 times the amount needed to replace Canadian cream shipments to Boston for the month of heaviest shipment (June).

### Balance of Trade on Butter

The Market Reporter, published by the United States Department of Agriculture, for February 26, 1921, shows that we have changed from a net exporting country in 1919 when we exported an equivalent of 500,000,000 pounds of milk to a net importing country in 1920, when we imported what would be equivalent to over 400,000,000 pounds. The butter imports from Canada have increased from 350,000 pounds in 1913 to over 9,000,000 pounds in 1920. This has resulted in an over supply of dairy products which has resulted in a demoralized market and a selling price lower than the cost of production.

### Standard of Living

In order to maintain the standard of living on American farms and meet the difference in costs of production of dairy products in this country and foreign countries, adequate protective tariff is necessary.

### Importation of Vegetable Oils a Menace to the Dairy Industry

The dairy industry demands a tariff on vegetable oils equal to the tariff on butter for which it is used as a substitute. The wholesale price of vegetable oils is usually about 25 per cent. of the wholesale price of butter, yet butter substitutes usually sell for 75 per cent. of the price of butter. The importation of vegetable oils used largely in the production of substitutes for butter and other milk products increased from 82 million pounds in 1912 to over 435 million in 1920. This importation in 1920 replaced the butterfat production of over a million cows or 7 per cent. of the total number of cows in the United States. This has been an important factor in causing losses to dairymen and it may have damaged materially the health of the nation.

### Importance of Dairy Products to the Nation

Eminent scientists and health authorities now recognize milk and its products as absolutely essential to the life of the nation because they promote growth, health, reproduction and longevity and at the same time are the most nourishing and cheapest form of animal foods. Therefore, the nation must give the dairy farmer protection which is as effective as that applied to other industries.

E. R. Quackenbush a recent graduate of the Wharton School of Finance and Economy, University of Pennsylvania, who has specialized under Dr. Clyde L. King, became associated with the Inter-State Milk Producers Association on July 1st, as field man. Mr. Quackenbush is a native of New York State. His father and brother are dairymen in the vicinity of Bainbridge, N. Y., where he was brought up on the farm and therefore is familiar with dairying problems from actual experience.

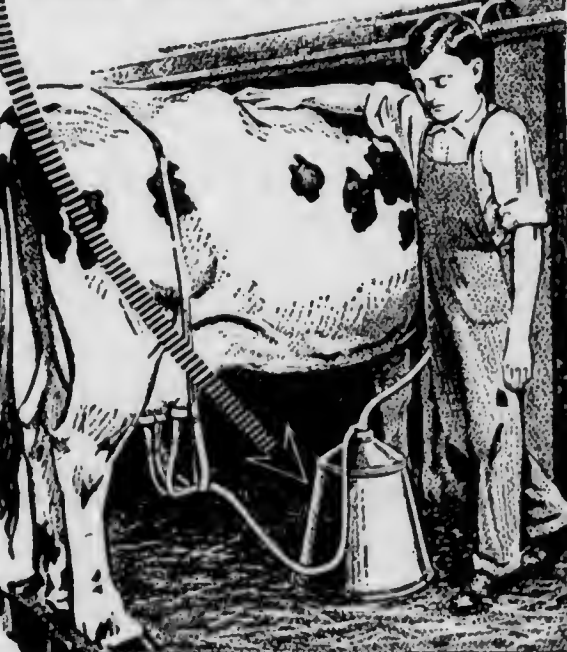
### Dairymen Note This!

This is the local agency for the well-known Hinman Milker—prepared to make an estimate on your needs, to properly install your equipment, to make sure that everything is satisfactory, to render any service you desire at any time.

## HINMAN MILKER

The simplest of all milkers. Proved by 10 years experience and thousands upon thousands of users to be the most efficient and economical of all milkers. Sure, safe, a great time and labor saver and a benefit to the cows. Boys and girls can and do easily operate it. Does the work of 3 men and does it better! Call and see it. Or write for big, fine, free catalog.

J. H. HICKS, Avondale, Pa.  
Phone 109R2 West Grove, Pa.



## Lowest Price in 5 Years



Get the Original—It contains Pure Corn Distillers Grains.

Summer feeding is just as important as winter feeding. Union Grains is the very best supplement to pasture. It is easily digested and therefore cooling. It will keep your herd in condition all year round and maintain top-notch production.

Milk Record Cards Free—Write to

**The Ubiko Milling Co.**

Dept. 1 Cincinnati, O.

## MILK PRODUCTION IN 1921

(Continued from page 1)

1920 and 1919 a decrease is noted in the quantities of milk used in the manufacture of butter, cheese, condensed milk, powdered cream, and oleomargarine. An increase is shown in the quantity used for whole milk powder, malted milk, sterilized milk, ice cream, and household purposes.

# EVERYTHING FOR THE MODERN FARM and DAIRY

WILMINGTON STORE:  
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WILMINGTON, DEL.  
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**PHILADELPHIA FARMERS AND DAIRYMEN'S SUPPLY COMPANY**  
INCORPORATED

1916-1918 MARKET STREET - PHILADELPHIA

**PHILADELPHIA FARMERS AND DAIRYMEN'S SUPPLY COMPANY**

Gentlemen—I am interested in (Indicate by check in square)  
☐ Seeding Machinery ☐ Butter Churns ☐ Milking Pails ☐ Milk Cans ☐ Plows ☐ Brooders ☐ Pumps ☐ B-K Disinfectant  
☐ Wire Fence ☐ Cream Separators ☐ Parchment Paper ☐ Milk Bottles ☐ Barn Equipment ☐ Ventilators ☐ Sprayers  
☐ Pasteurizers and Vats ☐ Milk Bottle Caps ☐ Tractors ☐ Wyandotte Washing Powder ☐ Farm Carts ☐ Harvest Machinery ☐ Gould Pumps

Name \_\_\_\_\_ Address \_\_\_\_\_

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Locust 1018  
Locust 2057  
Keystone Phone  
Race 1568

### INTER-STATE DAIRY COUNCIL

Considering the time necessary to complete a working organization, to make contacts with all the co-operating organizations, carry on plans for nutritional work, the staging of the Dairy Play, preparation of advertising matter the "Clean Milk" program, the preparation of literature, moving picture films, etc., the Inter-State Dairy Council has completed a vast amount of work in the interest of milk and its greater consumption by the public in general.

With the school term over the Dairy Play closed its season with an interesting performance in the Egyptian Hall, of the John Wanamaker store, on June 20th, before the Wanamaker Institute and a number of the employees. Over 500 were in attendance. The cast was from the Furness Public School.

General nutritional classes in the public schools of Philadelphia closed with the school term, but special classes will be conducted during the vacation season.

Highly interesting results were attained in this nutritional work and data obtained which will be most valuable in future work will later be published.

The Clean Milk campaign is now in full swing. Juniata county, Pa., and Salem county, N. J., have completed week campaigns. Milford and Bedford county, Pa., follow.

Motion picture films of the nutritional work as well as an educational film in connection with the Clean Milk campaign are in course of preparation.

A statement as to the expenditures of the council for the first six months operation is shown herewith.

### STATEMENT OF DISBURSEMENTS, JANUARY-JUNE 22

	Jan.	Feb.	Mar.	Apr.	May	June 1-22	Total
Advertising	12.40			17.00	48.60	905.01	983.01
Posters	27.50	89.00			52.00		168.50
Motion Pictures	552.00	662.00	818.00	767.53	1120.66	382.91	4872.33
Overhead	1045.13	655.49	900.61	702.06	52.05		4194.58
State Dairy Council	36.33	103.76	600.38				
Salary and Expenses (field workers and officers)	210.63	543.50	1281.39	769.15	673.24	428.67	3936.58
Literature	131.00	638.44			12.09		781.53
Play	100.00	482.60	648.38		610.51	565.22	2406.71
Other Movements (lantern slides, Mechanical Cow, etc.)		459.00	16.85	29.50	636.50	157.60	1299.45
Milk—Nutrition Classes				352.47	1132.23	1024.84	2509.54
Educational (Clean Milk and Health Survey Cards)					380.36	29.40	418.76
Totals	1913.99	2743.75	4738.27	3286.09	4727.24	3084.15	21393.49

Beginning July 15th, C. I. Cohee, formerly identified with the Pennsylvania State College and in cow testing association work in Chester county and later herdsman at State College, and with the United States Experimental Farm, near Washington, D. C., will be associated with the Philadelphia State Dairy Council.

at noon time, before going into the field but to animal life in general.

If we would take more strenuous steps, early in the season, to destroy breeding places of flies much of the annoyance would be overcome.

Flies allowed to multiply, become not only a nuisance but are a menace to

in connection with its Clean Milk campaign and educational work.

Miss Barger, of the Council has been doing considerable educational work with milk salesmen and distributors and drivers during the month.

The "Mechanical Cow" window display has been in practically steady operation. The display has been shown in prominent store windows in Trenton, N. J., Wilmington, Del., Philadelphia, West Chester and Altoona, Pa. There is a steady advance demand for this interesting window display.

### THE DROUGHT

The drought which has prevailed in this territory for practically seven weeks has been broken by showers and intermittent rains which fell during the closing days of June.

While this has saved many of the general crops, pastures, which were practically burned up will not have much chance for recovery. The same may be said for the potato crop in some districts. Hay has suffered to a considerable extent and oats in some sections were badly damaged.

The dry spell has had some effect on the milk yield and some producers have had to start grain feeding to keep cows in full milk flow. Surplus milk has decreased but the decline in the surplus has not proved serious.

### FIGHTING FLIES

The pestiferous fly time is on. Not only is this pest a prime nuisance to mankind, particularly when we are trying to snatch that refreshing forty winks

### Special Notice to Holstein Breeders

A HOLSTEIN CONSIGNMENT SALE OF

Guaranteed Healthy Breeding Stock of the Highest Order

Will be Held at West Chester, Pa., October 19th, 1921

MAKE YOUR ENTRIES EARLY Only High Class Animals Accepted

Chester County Holstein Breeders Guarantee Sale

C. J. GARRETT and F. C. BRINTON, Jr., Mgrs., WEST CHESTER, PA.

## FOR SALE

REGISTERED HOLSTEIN BULL CALVES

From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as Heifers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

L. V. OTTO BOILING SPRINGS FARM CARLISLE, PA., R 6

**Shoo-Fly** THE ANIMALS' FRIEND

For keeping Flies, Gnats and many other insects off animals. Used and endorsed since 1885 by leading dairymen. Cows give 25 per cent. to 35 per cent. more milk during fly season if sprayed with Shoo-Fly.

**\$1.50 SAVES \$20**

In milk and flesh alone on each cow in a single season. Excellent for galls. Always itching. Aids in healing cuts and sores. Excellent for lice and mites in poultry houses. Send \$1.50 for enough Shoo-Fly to protect 10 cows two weeks, also our 3-tube gravity sprayer. Money back if not satisfactory. Name Express Office. Look for FREE.

Shoo-Fly Mfg. Co., 1346 N. 10th St., Phila.

### E. NEWLIN BROWN

Live Stock Auctioneer

WYCOMBE, BUCKS CO., PA.

Sales Anywhere—Anytime

### HOLSTEIN FRESIAN CATTLE

Young Stock of either Sex

Always for Sale

Herd Under Federal Inspection

Free from Disease

William S. Ker, Carlisle, Pa., R. 9

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DUROCS OF QUALITY

GOOD PIGS FOR SALE NOW

D. M. STOUT, HERSHEY, PENNA.

### Reading Bone Fertilizer

Quality Service Satisfaction

Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

Reading Bone Fertilizer Co., Reading, Pa.

Ask your dealer for Reading Bone Fertilizer. Write for booklet and further information.



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for the farm and garden in Eastern Pennsylvania

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# MICHIGAN LIMESTONE MEANS

**MORE WHEAT  
MORE CLOVER  
MORE FERTILITY**

**OVER 99%  
PURE CARBONATE**

**EVERY** acre of your land to which you apply one to two tons of Michigan Pulverized Limestone will for the next five years produce more wheat, more clover hay, more timothy, more corn or potatoes, more oats or barley.

Each year you should more than get back the cost of liming, and at the end of the rotation your limed soil will be in much better condition than if it had gone through the rotation without Michigan Limestone.

Farmers who are going over their lands the second time with Michigan Limestone are getting even better results from the second and lighter application than from the first.

**GET  
MORE  
CROPS**

**LOWERS YOUR  
PRODUCTION COST**

**AT  
LESS  
COST**

**T**HE expense per crop is small, as Michigan Limestone is applied, but once in a crop rotation. Land lacking limestone will produce but a partial crop. Only on a well-limed soil can you get maximum crop growth.

Michigan Pulverized Limestone in your soil adds to the value of every ton of manure and commercial fertilizer by making them more readily available.

Michigan Pulverized Limestone insures clover, and clover supplies the lime your animals need. Two tons of good clover hay is equivalent in feeding value to one ton of grain feed. Furthermore, each acre of limed clover puts about two tons of plant roots—Nitrogenous Fertilizer Material—into your soil for its upbuilding.

The money you put into Michigan Limestone will pay you probably better dividends than any other investment you can make.

*Send for our booklet—Sweetening Sour Soil*

**CALCITE BRAND**  
**MICHIGAN LIMESTONE**  
**OVER 99% PURE**

**MICHIGAN LIMESTONE & CHEMICAL CO.**

**Agricultural Department  
Buffalo, N. Y.**

*Largest Agricultural Limestone Mill in the World. Capacity 1800 tons per day*

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., AUGUST, 1921

NUMBER 4

## JULY MILK MARKET SUPPLY STILL EXCEEDS THE DEMAND

The supply of fluid milk in the Philadelphia market during July, was, on the whole in excess of the demand for current consumption.

At times and in some outlying districts, indications that there might be a decrease in the heavy milk flow developed and such conditions gave the market, at times, an appearance of increasing strength but these conditions proved to be but local and disappeared as an immediate supply became available from nearby territories where production was in excess of local demand.

The increased consumptive demand due to the hot weather greatly increased

densified goods, from low price milk territories must be met. There is practically no export business, and increasing difficulty developed in keeping manufacturers in accord, as far as prices are concerned.

Production is believed to have passed the peak for this season but nevertheless there is fully as large a supply of milk as at this time last season with consumption smaller in proportion.

Platform conditions in Philadelphia were more or less spotty. As a rule milk was plentiful throughout the month. Occasionally, owing to unfavorable weather conditions, when a greater pro-

## WHAT HAS THE ASSOCIATION DONE FOR ITS MEMBERS?

How many unthinking dairy farmers have, at one time or another, asked that question?

How many dairymen today, even members of co-operative organizations, have made the same inquiry?

It's a peculiar condition of human nature that when there is a demand for any certain product and prices are steadily advancing, the producer thinks little of cost, little of his market, little of his organization and very often does not look into the matter of profit.

Because a product brings an apparent high price does not always mean that the producer is making a big profit or any profit at all.

partnership, co-operation, or co-operative organization, can only do business and obtain prices based on the supply and demand for the product. The function of the co-operative is to see to it that the co-operators get all for their products that is obtainable in the market, and under fair market conditions. As long as it does that it has fulfilled its object as a marketing organization, but the large majority of co-operative organizations go a long step further.

Records obtained by governmental and state agricultural colleges are making available average costs of production of farm products. In practically every



*Interstate Dairy Council Bill Board Poster Now Being Displayed in co-operation with the National Dairy Council in Philadelphia, Chester and Trenton*

the consumption of ice cream and milk drinks, but it was not sufficient to overcome the large supply and the decreased home consumption, due principally to the decreased buying power of the public.

Available statistics show upwards of 125,000 men and women to be unemployed in the city of Philadelphia, while a large number of those employed are working on reduced hours or at lower wages. These same relative conditions of employment apply to the smaller industrial cities and towns in the district.

Under these circumstances the consumption of milk by the wage earners has decreased materially. The customary vacation season has also had its usual effect in reducing demand at this time.

At the same time the demand for manufactured milk products has continued light and some condensaries have almost reached the point where some curtailment is necessary. Stocks on hand are large and competition with con-

portion of milk went sour, there was a temporary shortage and spot prices increased. Just as frequently there was an over supply. At times prices sagged to 43 cents a quart delivered Philadelphia; at other times for a very brief period, milk brought as high as 8 cents but more usually the lower price prevailed.

Probably the most favorable condition as far as producers selling under the Philadelphia Selling Plan were concerned, was the steady advance in the price of butter, and the consequent higher price paid for surplus milk for July. There has been an almost steady advance in the price of butter. On July, first 92 score, solid packed creamery butter was quoted at 35 1/2 cents, New York City, while at the close of the month it had reached 44 cents.

Opinions differ as to the wisdom of this steady advance. It is generally conceded that too high a level will in-

As a rule, when prices of milk are high, costs are high, but there is a wave of excitement that travels along and we frequently fool ourselves into the belief that we are making money. Far too few dairy farmers keep accurate records and therefore far too few know what their product costs. This situation, we are pleased to note is gradually improving and promises, under cow testing association methods, to steadily improve.

Just as soon as there is a price recession, Mr. Producer or Mr. Co-operator goes up in the air—and instead of adjusting his conditions to meet the new situation, he thinks first—of the co-operative organization—why don't it keep the price up?—is frequently asked. What good is it if it don't get me profitable prices?

No co-operative organization can, or has the right to make prices that are unreasonable—in other words form a monopoly. The law forbids it. Every business be it a private individual, or

department of investigation they show costs to be nearly as high if not above net prices received. This data has been invaluable in the process of obtaining a reasonable price for farm products, but there is one factor over which no organization has control and that is supply and demand. If the product is not consumed or bought by the public and the producer continues to produce for production's sake alone, there is no question but that there will be a decline in price. This is a natural law and cannot be overcome in the marketing of perishable farm products.

The availability of production cost data and careful analysis of market conditions by co-operative milk marketing organizations has resulted in a more orderly readjustment of prices paid for milk than has been shown in any other farm product.

The peak of the milk prices paid producers in the Philadelphia market was in

(Continued on page 7)

(Continued on page 10)



## PRICE CONFERENCES

### August Basic Quantity Increased to 110 Per Cent.

The executive committee of the Inter-State Milk Producers Association, believing that in view of increased cost in the production of milk and better conditions that prevailed in some of the other primary markets, that an advance in the price paid producers was justified, called a meeting of its committee in conference with the milk distributors of Philadelphia and nearby cities, the manufacturers of milk products and various other representatives of the association to consider this proposition.

The conference was held at the offices of the association on July 28th. Some thirty odd representatives being in attendance. The executive committee asked for a flat advance of one cent per quart on the basic quantity of milk.

It was brought out in this conference the sales of distributors and manufacturers did not show any increase over the corresponding period in 1920, as far as this territory was concerned. That supplies exceeded that of 1920 and that consumption was smaller, due to the vacation season and the large number of unemployed in Philadelphia and surrounding territory. That more milk was being manufactured by distributors than heretofore and that the market for milk solids, not fats was weaker owing to the great supply all over the country.

From the standpoint of the manufacturer it was contended that a decline rather than an advance stared them in the face. There was no demand for condensed or evaporated milk, there was no export trade and stocks on hand were steadily increasing. It was contended that an advance of one cent a quart or 46 cents a hundred pounds would put their costs above the world's market and that they could not compete with producers in other districts. Such an advance in the price of milk would necessitate the re-establishment in this territory of two sets of prices, one for fluid milk and another for milk manufacturing purposes.

After a long conference, during which the producers, manufacturers and distributors presented their cases, and failing to agree a committee of the milk buyers was appointed, who, together with the executive committee of the Inter-State Milk Producers Association, were directed to lay the matter before Dr. Clyde L. King, Milk Arbitrator.

On August first there was a subsequent meeting of the conference committee, in the hope that some adjustment might be reached. After several hours discussion, in which the executive committee stated that after further consideration they had agreed to accept the basic price now in force, as applying to all milk shipped during August, but this proposal also failed to meet the approval of the buyers and adjournment was taken without action.

On Saturday, August 6th, the case was presented to the arbitrator, when after a full hearing and exhaustive consideration of every phase of the case, it was decided to suspend definite action for the month of August and that the full price situation, if conditions warranted, would be taken up again.

It was agreed, however, that the August basis of 105 per cent. for basic milk be increased for that month to 110 per cent. and that this basis applies for August, 1921, only. The producer, therefore, will be paid on a 110 per cent. basic quantity basis for this month.

## BETTER MILK—HIGHER PRICE

Lewis W. Morley  
Dairy Extension Department, Pennsylvania State College

Milk is easily contaminated. It readily absorbs bad flavors and odors. Much of the dirt and foreign matter that falls into the milk goes into solution and cannot be strained out. Moreover, the dust and dirt particles bring into the milk millions of bacteria which frequently cause the milk to sour before it can be used, and the product made from milk with a high content of undesirable bacteria is usually of poor quality and does not find a ready sale.

No great expense is required to produce milk of high quality, and the profits will be greatly increased. Some of the most important factors are as follows:

1. The condition of the cow and stables. Make sure that the flanks and udder of the cow are clean, and wipe udder and right flank with damp cloth or sponge before milking. Keep down the dust in barn during milking. Dusty hay should not be fed until after milking is finished.

2. The utensils, i. e., milk pails, coolers, milk cans, or whatever the milk comes in contact with, must be kept clean. This is by far the most important item in the care of milk. Pails and coolers should be rinsed as soon as the milking is finished, they should be thoroughly scrubbed with a dairy washing powder and hot water; then scalded with boiling water and placed so they will dry and air.

Careful attention must be given to the cleanliness of milk cans. If milk, skim milk or whey is returned to the farm in the cans, extraordinary pains must be taken that the cans are thoroughly washed and scalded. In all cases, it is important that the cans be placed upside down on a rack after washing, so they may dry and air. Two tablespoonsful of milky water left in the can from morning until night, may so inoculate the milk as to sour the whole canful before morning. Failure to properly dry pails and cans is, I believe, the greatest cause of sour milk. The regrettable thing is that on most farms there is sufficient material for such a rack, but we do not take the time to construct it.

3. Strainers. The only value of strainers is to remove particles of dirt which should not have fallen into the milk. Cloth strainers should be boiled at least five minutes each day after they have been thoroughly washed.

4. Immediate cooling of milk. The cooling of milk is next to the utensils in its importance. Bacteria which causes milk to sour may be likened to kernels of corn in that they require warmth for growth. Cool the milk to 50 degrees or lower immediately after it is drawn from the cow, and hold it at this temperature until it reaches the market. Use a thermometer. If the milk is cooled by setting cans in cold water, the milk should be stirred occasionally until the temperature is practically the same as the temperature of the water. Do not mix warm milk with the cooled milk from previous milking. If it must be transported considerable distance in the sun, protect the milk by throwing a wet blanket over the cans.

Improvement in quality of milk will increase consumption, remove the surplus, and raise the price. The consumer is willing to pay the highest market price for clean, wholesome milk.

Milk for Health.

## DAIRY COUNCIL ACTIVITIES

The outstanding feature of the Dairy Council work for July has been that of winding up the spring campaign and of preparation for the fall and winter program.

### Camp Happy

We wish all the members of the Inter-State Milk Producers Association could visit Camp Happy, at Torresdale, on the Delaware. Here are 200 Philadelphia school children, selected by physicians because they were very much under normal weight. These children are under the care of competent nurses and dietitians and have regular hours for rest and recreation, beside plenty of good food. The Dairy Council furnishes the milk and the children have all they want. They now drink one and a quarter quarts of milk per day. These children gained an average of over one pound in weight the first week.

### County Work

Mr. C. L. Cohee, field representative, spent one week in Millin county, Pa., holding four meetings under the auspices of the Farm Bureau. These meetings were well attended, especially those where motion pictures were shown. The great advantage of having the very best quality milk is being demonstrated by these meetings, as well as the importance of our members using plenty of dairy products in the home themselves. Mr. Cohee will be in Bedford and Blair counties, (Pa.) in August.

### Motion Pictures

The Council now has made a number of motion picture films that are available for meetings.

1. "The Fountain of Youth" Showing that adults need plenty of milk in the diet.
2. "The Romance of the White Bottle" A fairy story.
3. "The White Bottle" Showing children need milk.
4. "Perfect Children" Explaining how Philadelphia school children are being taught to use milk.
5. A new film is now being prepared by the Council to show modern dairy practice, which will be ready September first.

### Posters

The cities of Philadelphia, Chester, Pa. and Trenton, N. J., are being shown the importance of milk through billboard displays. A reproduction of the first one to be used will be found on the first page of this issue of the Review. Other posters will be shown later to carry the message to all members of the family.

### Plays and Pageants

The Milk Fairies Play has been given during the summer in the Philadelphia school playgrounds. In August it is planned to have a large scale play at the Wilmington Fair and a health pageant at the Chester County Fair. Don't miss these shows if you live in the vicinity.

### State Dairy Council

Plans for an active organization of the Pennsylvania State Dairy Council have been perfected during the month by the executive committee of that body. These plans have the approval of the Philadelphia Inter-State Dairy Council and the Pittsburgh Council, and the work will go forward at once. Mr. A. A. Miller, editor of the Milk Producers Review, will act as assistant secretary and active organizer under the plan. It is hoped to enroll all the dairy interests of the state before the end of the year and to start active work in several new cities before that time.

## THE SEDIMENT TEST IN MILK

Milk Plant Letter No. 47

The presence of sediment in milk is evidence that such milk has not been handled properly. It shows that at some point in its production someone has neglected, or carelessly carried out, some important step which is essential for the production of clean and safe milk. The sediment in itself may not be dangerous; but on the other hand it may be a real source of infection. It is a warning to all health officials that this particular supply must be carefully investigated. It has been shown that tubercle bacilli may be present in the manure from tubercular cattle, and as such material often times constitutes the sediment to a large extent, milk containing this sediment may be dangerous.

The proper use of the sediment test may be of great assistance in improving the milk supply. This is one test which brings before the producer, in a concrete and convincing manner, the cleanliness of his product. It is a test which may be made at the farm to demonstrate the cleanliness or carelessness of the methods used. By being shown the actual dirt present the producer is more easily convinced that his methods are at fault.

Because the amount of visible dirt or sediment as shown by the sediment test, is no criterion of the bacteria count of milk, it should not be assumed that such test should be neglected or its use curtailed. The sediment test is an important one and should be carried out by all health officials.

The sediment tester is very simple in construction and operation. Various makes are on the market. Some are made for laboratory use only and by their use a large number of samples may be tested in a short period of time. Others are made for field use and can be best used at receiving platforms and on the farms. The disks should be given a rating and records kept. The rating is arrived at by comparing the disk with a standard series of prepared disks which have been given numerical values. Such a standard may be prepared by the board of health or reference may be made to a series given in this department's publication, Department Circular No. 53.

## HOLSTEINS HEAD LIST ON STATE'S ACCREDITED HERD ROLLS

Among the various breeds of dairy cattle on the accredited herd lists in Pennsylvania, or in process of being accredited, the Holstein-Friesian heads the list in point of numbers, according to the reports of the Bureau of Animal Industry, Pennsylvania Department of Agriculture, which has charge of the officially accredited herds of the state.

On April 1 of the present year there were 519 herds of Holsteins that were fully accredited or in process of being accredited in the state, and in these herds were 3,531 pure bred animals and 5,041 grade animals. The Jersey comes second. There were 369 herds of Jerseys made up of 1904 pure breeds and 3,144 grades. There were 241 herds of Guernseys, in which were 2,304 pure breeds and 1,755 grades, while no other breed reached the hundred mark in the number officially free from tuberculosis.

All told, on April 1, there were 1,284 herds of cattle under State and Federal supervision and in these herds were 11,040 pure bred animals and 9,287 grades. More than five hundred herds are fully accredited while the remainder will pass their final tests some time during the coming twelve months.

## THE DANGER OF MILK SUBSTITUTES

By CHAS. W. HOLMAN

Washington has become the center of the fight to make illegal the manufacture and sale of "compounds of skimmed milk and coconut oil"—particularly those that are made to simulate evaporated milk.

Two types of legislation are now being considered by the Congress. One of these, a bill introduced by Congressman Edward Voigt, of Wisconsin (H. R. 6215), seeks to prohibit interstate commerce traffic in these compounds. The other would seek to control counterfeiting of milk by taxation so as to take the profit incentive away from manufacturers and dealers. With this end in view two bills of similar character and almost identical in text have been introduced by Representatives J. D. Beck, of Wisconsin and Joseph W. Fordney, of Michigan, and are now in the House Committee on Ways and Means.

The Voigt bill is in a more advanced stage of legislation than the taxation bills. The House Committee on Agriculture, to which the Voigt bill was referred, has held a series of hearings and is now engaged in drafting a report.

Many witnesses have appeared before the committee in favor of this legislation. Among them were Dr. E. V. McCollum, the great nutrition expert of Johns Hopkins University; Prof. Oscar Erf, of Ohio State University; A. J. Glover, editor of Hoard's Dairyman; Mr. Larsen, chief of the Dairy Division, and Dr. Langley, chief of the Division of Home Economics of the U. S. Department of Agriculture; Gray Silver, Washington representative of the American Farm Bureau Federation; A. M. Loomis, secretary of the National Dairy Union and acting for Dr. T. C. Atkeson, Washington representative of the National Grange; Robt. W. Balderston, secretary of the Inter-State Milk Producers Association; Seward A. Miller of counsel of the Dairymen's League; W. Engles, of counsel for Borden Condensed Milk Co., and Charles W. Holman, acting secretary of the National Milk Producers Federation. In addition statements, the effect of which was to support the legislation, were read from Professor Hart, of the University of Wisconsin and Prof. H. C. Sherman, of Columbia University.

Opposition to the bill came only from that small group of manufacturers who are putting up bogus milk compounds. They introduced a statement from Prof. Meudel, of Yale University, to prove that there are vitamins in skin milk and that vegetable fats are wholesome products.

### What Dr. McCollum Said

In his statement, Dr. McCollum made the point that although the vegetable fats may be wholesome they do not have the vitamins which are essential to animal growth. He cited the history of the human family to show that the survival of civilization and the dominance of great races has been due more largely than we have supposed to the influence of outstanding food habits. He said that consumption of large quantities of dairy products has been characteristic of the most successful peoples of ancient and modern times. Experiments which he has conducted for more than 15 years, he said, have shown conclusively that the vegetable oils do not have the growth producing elements and that the substitution of vegetable fat for butter fat in the preparation of bogus milks is harmful to the extent which the vegetable fat displaces the butterfat. The harm done

is through lack of essential element in animal growth rather than to the products being unwholesome. Dr. McCollum's dramatic presentation of his scientific findings has not been satisfactorily answered by the opponents.

The statement from Professor Hart of the University of Wisconsin, showed that in commercial skimming there remains only about ten per cent. of the fat soluble vitamins. Professor Sherman's statement corroborated Dr. McCollum's testimony before the committee.

### Evil Practices of Storekeepers

The results of a survey among storekeepers in Pennsylvania, Maryland, Delaware and New Jersey, compiled by A. A. Miller, editor of the Milk Producers Review, were given the committee by Robt. W. Balderston, secretary of the Inter-State Milk Producers Association. Women investigators were sent throughout the territory and in many places they were given bogus milk when they had asked for the genuine article. In most instances the imitation products were selling at the same price as the genuine. Mr. Balderston told of merchants who advised mothers to use substitutes in preference to real milk. He traced the devious methods by which manufacturers have labeled these compounds with the effect of deceiving customers. This proved that labeling does not always protect.

Seward A. Miller, of the Dairymen's League, reported result of surveys made in New York. Investigators of the League discovered that women in the foreign languages section are purchasing milk substitutes, thinking that they are getting real milk. "Investigations of the New York State Department of Agriculture," said Mr. Miller, "corroborated the League studies showing that these products are often times advertised as milk." He told of the growing practice among ice cream manufacturers of mixing coconut oil into the making of cream. "Great damage to the dairy industry will result unless suitable legislation is passed," he declared.

### Oriental Fifth vs. American Cleanliness

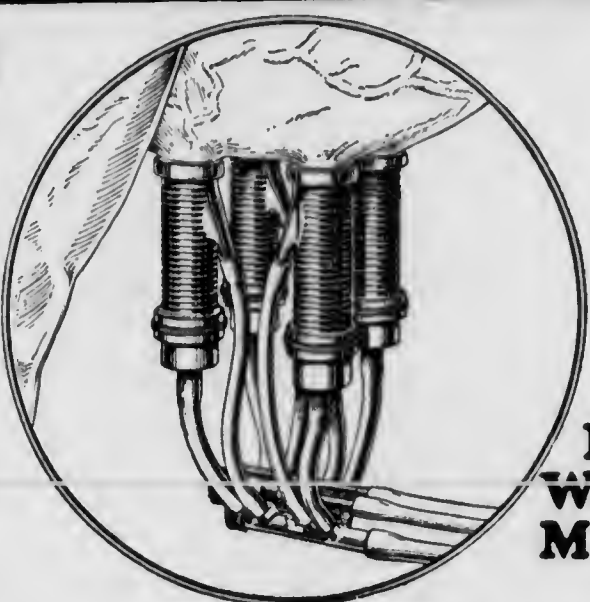
Charles W. Holman, acting secretary of the National Milk Producers Federation, said that a principle involved is one of public policy to determine whether it is more vital to sustain American dairy farming as a fundamental part of agricultural economy or support the natives and traders of the Orient. He called attention to the practices of municipal and state authorities in making more stringent their regulations to safeguard the public health. These regulations, he said, increase the cost of milk production by entailing additional expenditures by producers. Such supervision is not afforded users of vegetable oil fats because of the insanitary way in which the raw material is handled in the Orient. Mr. Holman said in the Orient he had seen natives with sore infested bodies handling this product. "The National Milk Producers Federation," he declared, "stands for the most drastic type of legislation that Congress can devise to protect the American people from the menace of bogus milk."

### Professor Erf Tells of Ohio's Fight

The following is a summary of the statements made by Prof. Oscar Erf, head of the Dairy Department of the University of Ohio, who appeared in

(Continued on page 11)

## The De Laval Milker



A Better Way of Milking

## Better than Hand Milking

"We get more milk—considerably more—with the same cows on the same feed, and we believe this comes from the even and regular pulsations. Every cow is milked exactly alike every morning and night, and that is better than we can do by hand."

This is a statement from a De Laval Milker user which we have just received. There is nothing unusual about it, as we have hundreds of letters from De Laval users equally as good. North, South,

East and West, De Laval Milker users are proving that it is "A Better way of Milking." It produces more milk and saves time. It increases production and decreases the cost of production. It is the most useful, satisfactory and profitable piece of equipment a dairyman can own.

Sold on such easy terms that it will pay for itself while being used. Write for full information.

The De Laval Separator Co.  
NEW YORK CHICAGO  
165 Broadway 29 E. Madison St.

## Sooner or later you will use a

# De Laval

## FIX UP YOUR BARN WHILE THE COWS ARE ON THE GRASS

The best time to remodel the barn and put it in shape for the herd is when the cows are on the grass. It is perfectly natural to put off a job of this kind, as there are so many things during the summer months that we would rather do; but dairy farming insists that the work be done promptly and at regular seasons.

We are behind in our farm building program. High cost of material and labor, to say nothing of financial difficulties, has been responsible; but we should no longer delay this essential part of our business which is to properly house our animals and equip our buildings for time and labor saving and thereby for increased production.

Building material and labor are now at a low point, and it is a good time to start remodeling and fixing up our buildings.

The dairy herd is the first to consider in improving the housing of our stock. They are our most economical and dependable producers, and their product always brings cash. Every day in the year dairy products can be marketed, and the demand is constantly growing. Good animals are commanding good prices, and good animals can be produced only in good quarters where they will be properly cared for and kept in a clean and sanitary condition.

Land values are high, but the dairy cow is especially qualified to pay returns on high priced land. In Holland where the land is worth from five hundred to a thousand dollars an acre, we find cows extremely numerous and they are well cared for. Many of the Holland stables are wonderfully equipped, and the cow is given the best of care, for the owner knows that such treatment pays.

Modern farming requires that we use modern tools and up-to-date appliances in doing our work. The drudgery of chores can be largely done away with by equipping the barn with modern stalls, carriers, water bowls and other labor-saving devices. One man will easily do the work of two with such equipment, and the extra expense of the appliance is soon paid for. There is also the reward from a larger production, a better and cleaner looking and healthier animal, and better sales for live stock.

Now while the cows are on pasture and conditions for out of door life are ideal, it is a good time to get after the stable and buildings. When you start, make a good job of it. Do it thoroughly, and with the aim in view to build for many years to come.

### SERGEANTSVILLE LOCAL

A meeting of the Sergeantsville, Harderton county, N. J., local, was held at Sergeantsville early in July. W. W. Lambert, president of the local, presided. This meeting was largely in the nature of a conference between producers and representatives of the Castanea Dairy Co., buyers of the milk from this point. Messrs. Roberts and Woodward represented the buyers. Several minor arrangements of mutual interest were discussed and satisfactorily adjusted.

Frederick Shangle, treasurer of the Inter-State Milk Producers Association, made an address bearing on organization and its benefits.

This meeting brought out the value of co-operation on the part of both producer and buyer and the mutual value of such co-operative efforts.

## Milk For Health



## INTER STATE MILK PRODUCERS REVIEW

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### Editorial

Economical production is the one big factor that stands out prominently in the dairy industry if the producer is to break even in these days of low prices for farm products.

The whole tendency of selling prices, not only for farm products in general but manufactured goods as well, has been downward. In some lines the movement has been rapid, in others the reduction has been slow but until an established level has been reached all along the line, an upturn that will be permanent cannot be expected.

Arbitrary price advances, not warranted by supply and demand do not, in the long run, bring the desired result.

As long as the supply continues to meet requirements and is in fact greater than necessary for consumption, and as long as manufacturers of dairy products are confronted with offerings at lower prices from other districts, the possibility of increased return to producers is not very encouraging.

Unemployed in Philadelphia alone, now numbers upwards of 125,000. In neighboring manufacturing cities and towns the relative proportion is practically the same. Under these circumstances, buying in general has been greatly reduced and unsatisfactory conditions are reported in the volume of business in practically all lines of trade.

Farmers and dairymen have taken cuts in prices received for farm products and they have stuck to their jobs. Returns have probably reached the bottom as far as prices are concerned. They have written off their losses. Unfortunately the farmer cannot stop production in times of light demand, as may be done in industrial manufacture. He must go on—cows produce milk continuously and the milk must be marketed. If the purchasing power of the consumer decreases the producer must take what he gets or suffer a total loss.

But one thing can be done under these conditions if any profit is to be shown on the right side of the ledger, and that is to produce more efficiently and economically.

Milk production can no longer be measured in productive volume alone. The business and science of production as well as the economical situation, supply and demand are factors primarily entering into the production of milk throughout the country.

As more intensive farming is necessary to meet conditions in general agriculture, more particularly so is intensive dairying necessary to meet the situation, as it is, in the dairy industry today.

The wise producer looks to the "fixing of his fences." The plodder goes along haphazard and howls at conditions and the lack of profit, but does nothing, and gets nowhere.

See to it that you are in the ranks of the wise producer.

It is high time, if the agricultural interests of the United States are to be benefited and served, in any way, by national legislation, that the lack of definite purpose, duplication of bills introduced in Congress and the apparent lack of cohesive effort be brought up with a short turn.

In some instances petty politics appear to have crept in which has had the effect, at least of delayed and confused action.

The introduction of three separate bills, in the proposed filled milk legislation, the Voight, the Beck and the Fordney bills, in the National House of Representatives, has at least confused the issue. Some legislation on milk substitutes, such as Hebe, Carolene, Nyeo, Enzo, Nutro and Silver Key, is urgently required, but the diversity of opinion and lack of concentration on the part of the various interests is looked upon with great satisfaction by the opponents of such legislation.

Better get together under one banner and fight it out on that line, "if it takes all summer."

### THE BALTIMORE MARKET

There will be no change in the price of milk in the Baltimore market to the consumer or for the basic supply to the farmer, during the month of August. The present price of 12 cents per quart on the street and twenty-six cents per gallon to the producer will remain until September first.

There has been an increased supply in this territory during the past thirty days, due partly to the recent raises and partly to the fact that a great many farmers have commenced pasturing their wheat stubble and mowing fields, which has caused slight increase in the supply of each producer and this, together with decreased sales, due to many people being out of employment and others out of the city, makes the market rather dull at this time. This increased supply has resulted in a decreased price of two cents per gallon for the surplus milk or twenty-two cents per gallon.

We hope by September first that the market will enable us to receive an increase of four cents per gallon and raising the price to the consumer one cent per quart.

We have recently had a great deal of trouble with sour milk which was due partly to the fact that some of the dealers did not have facilities to handle the milk promptly upon arrival in the city, but we have finally been able to have these dairies speed up their operations and we do not believe that they will continue to have this trouble.

D. G. HARRY,  
President M. S. D. A.

### NEW YORK MILK PRICES

The following is reprinted from the Dairyman's League News, issue of July 25th, giving an account of the prices under the pooling plan, for the month of June.

"The Dairyman's League price for pooled milk for the month of June is \$1.45½. This is the base price. The price each dairyman will receive will vary according to the freight and butter-fat."

"Ten cents per hundred pounds of the \$1.45½ is paid in certificates of indebtedness; \$0.03½ per hundred pounds is used for advertising, for running expenses of the organization and for a fund to be returned to local organizations."

"Checks in payment of this milk will be mailed direct from the Utica office to individual dairymen, together with a very full detailed statement of complete operation for the month of June."

"The price named for Class I milk for August, that is all milk sold in fluid form is \$2.00. Class II milk includes milk manufactured in several different forms, the chief of which is that made into cream, ice cream, and into cheese of the soft type. The price for all milk sold in class two will be \$2.25. Class three includes condensed milk, evaporated milk which is sold in cases and powdered whole milk. The prices for milk sold in the forms mentioned in class three will be determined at the end of the month by adding 45 cents per hundred pounds to the price of milk which is manufactured into butter and American cheese, and is figured at the end of the month by the actual quotations of these commodities."

"Don't guess at temperatures. Procure a dairy thermometer and determine accurately just how cold the water is that you are using to cool the milk. Also test your milk when it leaves the cooler, see that it has reached 60 degrees or less."

C. B. L.

### MAINTAINING MILK YIELDS FROM COWS CONTINUOUSLY STABLED

Feeding cows for several years, according to the commonly accepted standards with little or no additional pasture, reduced the milk yield much below the optimum, it was found by experiments at the government farm at Beltsville, Md. This condition may be corrected, it is stated, by giving the animal a dry period of two months, and feeding during that period a ration containing legume hay and grain with a high phosphorus content, with three or four times the amount of protein required for maintenance, and two or three times the total nutriment. The milk yield in the subsequent lactation period may sometimes be doubled by this treatment.

In the case of cows of which the milk yield has been reduced by several years' standard feeding, as followed at Beltsville, a greatly increased yield can be brought about by feeding "alternated rations with phosphate" during the dry period. This is taken to mean that the ordinary rations are more likely to be deficient in one or both of the principal bone-building elements than in any other constituent.

The influence of calcium and phosphorus in the food on the milk yield of dairy cows has been treated at length in Bulletin 945, by the United States Department of Agriculture, which may be had upon request.

### HOPEWELL LOCAL

A well attended meeting of the Hopewell, Mercer county, N. J., local, was held on Saturday evening, July 16th, president E. L. Van Zant, presiding. Various topics were discussed, including the Philadelphia selling plan, and its application at the Hopewell plant. Frederick Shangle, treasurer of the Inter-State Milk Producers Association, made an address on organization work. The Hopewell local is one of the strongest in the New Jersey territory, practically 100 per cent. of the producers in that section being members.

Milk, a vital food.

## LATEST MARKET PRICES

The Basic and Surplus Plan of Purchasing milk in the Philadelphia territory again became effective with January. Under this plan the average quantity of milk shipped during October, November and December, 1920, is taken as the "basic quantity" and is paid for at the basic price named. All milk in excess of the basic quantity will be paid for on the basis of 92 score solid packed creamery butter New York City, plus 30 per cent.

Producers changing from one buyer to another after January 1st, are considered as having forfeited their basic standard and when taken on by other buyers are rated at a 50 per cent. basic and 50 per cent. surplus basis.

July milk will be paid for on a basis of 110 per cent. basic basis. Prices subject to change whenever warranted by market conditions. F. O. B. Philadelphia

From these prices one cent per 46 cents (or one cent per 100 pounds) is to be deducted by the buyer, which together with one cent per 46 quarts, contributed by the buyer, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Basic Price	Basic Price	Basic Price	Basic Price
Per Cent.	100 lbs.	per quart	Quantity
3.1	\$2.47	5.35	1.3
3.2	2.51	5.45	1.5
3.3	2.55	5.55	1.6
3.4	2.59	5.65	1.7
3.5	2.63	5.75	1.8
3.6	2.67	5.85	1.9
3.7	2.71	5.95	2.0
3.8	2.75	6.05	2.1
3.9	2.79	6.15	2.2
4.0	2.83	6.25	2.3
4.1	2.87	6.35	2.4
4.2	2.91	6.45	2.5
4.3	2.95	6.55	2.6
4.4	2.99	6.65	2.7
4.5	3.03	6.75	2.8
4.6	3.07	6.85	2.9
4.7	3.11	6.95	3.0
4.8	3.15	7.05	3.1
4.9	3.19	7.15	3.2
5.0	3.23	7.25	3.3

When the milk is not tested the price f. o. b. Philadelphia is 6 1/4 cents per quart.

**JULY RECEIVING STATION PRICES**  
From this date quotations will include a deduction of one cent per 100 pounds which amount, together with one cent per 100 pounds contributed by the buyer, is to be turned over by each buyer to the treasurer of the Inter-State Dairy Council for the purpose of conducting a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore. Less Freight and Receiving Station Charges

Quantity	Price per 100 lbs.	Price per 100 lbs.	Price per 100 lbs.
100 lbs.	per quart	surplus milk at all receiving points	Test %
Miles	3%	\$1.40	3.1
1	1.94	1.53	3.2
11	1.92	1.57	3.3
21	1.91	1.61	3.4
31	1.89	1.65	3.5
41	1.87	1.69	3.6
51	1.86	1.73	3.7
61	1.85	1.77	3.8
71	1.83	1.81	3.9
81	1.82	1.85	4.0
91	1.81	1.89	4.1
101	1.80	1.93	4.2
111	1.79	1.97	4.3
121	1.77	2.01	4.4
131	1.76	2.05	4.5
141	1.75	2.09	4.6
151	1.74	2.13	4.7
161	1.73	2.17	4.8
171	1.72	2.21	4.9
181	1.71	2.25	5.0
191	1.70	2.29	
201	1.69		
211	1.68		
221	1.67		
231	1.66		
241	1.65		
251	1.64		
261	1.63		
271	1.62		
281	1.61		

Freight rates deducted on a basis of 46 quarts 113 per cent. of 40 quarts plus 3 per cent. war tax. Four-tenths of a cent added or deducted for each tenth of one per cent. butterfat above or below 3 per cent.

Test	Basic Price	Basic Price	Basic Price
Per cent.	100 lbs.	per quart	per quart
3.1	\$2.47	\$5.35	1.3
3.2	2.51	5.45	1.5
3.3	2.55	5.55	1.6
3.4	2.59	5.65	1.7
3.5	2.63	5.75	1.8
3.6	2.67	5.85	1.9
3.7	2.71	5.95	2.0
3.8	2.75	6.05	2.1
3.9	2.79	6.15	2.2
4.0	2.83	6.25	2.3
4.1	2.87	6.35	2.4
4.2	2.91	6.45	2.5
4.3	2.95	6.55	2.6
4.4	2.99	6.65	2.7
4.5	3.03	6.75	2.8
4.6	3.07	6.85	2.9
4.7	3.11	6.95	3.0
4.8	3.15	7.05	3.1
4.9	3.19	7.15	3.2
5.0	3.23	7.25	3.3

When the milk is not tested the price f. o. b. Philadelphia is 6 1/4 cents per quart.

### RECEIVING STATION BASIC PRICES

FOR AUGUST

Freight and Receiving Station Charges	Deducted	30%
Miles plus 46% war tax		
1 to 10 incl.	27	\$1.96
11 to 20	28	1.94
21 to 30	28	1.92
31 to 40	28	1.91
41 to 50	28	1.89
51 to 60	28	1.87
61 to 70	28	1.86
71 to 80	28	1.85
81 to 90	28	1.83
91 to 100	28	1.82
101 to 110	28	1.81
111 to 120	28	1.80
121 to 130	28	1.79
131 to 140	28	1.77
141 to 150	28	1.76
151 to 160	28	1.75
161 to 170	28	1.74
171 to 180	28	1.73
181 to 190	28	1.72
191 to 200	28	1.71
201 to 210	28	1.70
211 to 220	28	1.69
221 to 230	28	1.68
231 to 240	28	1.67
241 to 250	28	1.66
251 to 260	28	1.65
261 to 270	28	1.64
271 to 280	28	1.63
281 to 290	28	1.62
291 to 300	28	1.61

### MONTHLY SURPLUS PRICES

4 per cent. milk at all receiving points

1920	First half	Average
January	\$3.16	\$3.12
February	3.20	3.18
March	3.14	3.19
April	3.38	3.43
May	2.96	2.90
June	2.71	2.76
July	2.76	2.76
August	2.61	2.64
September	2.78	2.81
1921		
January	2.61	2.53
February	2.17	2.24
March	2.42	2.33
April	2.85	2.23
May	1.68	1.56
June	1.49	1.53
July	1.84	1.81

These prices are based on 120 per cent. of the average monthly or semi-monthly price of solid packed 92 score creamery butter, New York City.

### MONTHLY PRICES OF GRADE B OR MARKET MILK

F. O. B. Philadelphia and at receiving stations in the 50 mile zone at 3 per cent. butterfat. Four-tenths of a cent being added or deducted for each one-tenth per cent. fat above or below 3 per cent.

Subject to Board of Health Regulations

1920	F. O. B. Philadelphia	50 mile zone per cow
January	8.1	3.21
February	8.1	3.21
March	8.1	3.21
April	8.1	3.21
May	8.1	3.21
June	8.1	3.21
July	8.1	3.21
August	9.1	3.87
September	9.1	3.61
October	9.1	3.61
November	9.1	3.61
December	7.1	2.68

### PAID PRODUCERS FOR MARKET MILK

Eastern Territory

4 per cent. butterfat, per 100 pounds

Philadelphia, 50 mile zone \$2.27

New York, 200 mile zone Class I 3.30

Class II 2.65

Basic Surplus

Baltimore, per gallon f. o. b. \$0.26 \$0.22

### CURRENT RETAIL MILK PRICES

Grade B or Market Milk

Pasteurized and bottled

Philadelphia 11 7

New York 14 0

Baltimore 12 7

Pittsburgh 14 8 1/2

### JULY BUTTER PRICES

92 score solid packed creamery butter

cents per pound

New York 36 1/2 35

Chicago 36 1/2 35 1/2

35 1/2 36

37 1/2 38

38 1/2 38 3/4

38 1/2 38 3/4

39 1/2 39

40 1/2 39 1/2

41 1/2 40 1/2

42 1/2 40 1/2

43 1/2 40 1/2

44 1/2 40 1/2

45 1/2 40 1/2

46 1/2 40 1/2

47 1/2 40 1/2

48 1/2 40 1/2

49 1/2 40 1/2

50 1/2 40 1/2

## The Great Chester County



## Below Pre-War Price \$900

f. o. b. CHICAGO



INTERNATIONAL 8-16 TRACTOR

The recent price cut to \$900 is below the lowest figure ever quoted on the International 8-16 Tractor, complete with extra equipment.

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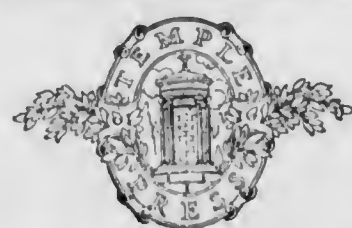
### THE DAIRY LABORATORIES

5 North 20th Street, Philadelphia, Pa.  
Consulting and Analytical Chemists  
Complete Chemical and Bacteriological Analysis of Milk, Dairy Products,  
Foods and Waters

#### FLY SPRAY TO KEEP FLIES OFF DAIRY CATTLE

Chlorine Solution to Sterilize Milk Utensils Write for information  
Dr. Lee H. P. Maynard, Milk Expert H. C. Campbell, B.S., M.D., Ph.G., Chemist  
Dr. H. S. Johnson, Bacteriologist Ralph Fort, Assistant  
Branches at Washington, D.C. Pittsburgh, Pa. Baltimore, Md. St. Louis, Mo.

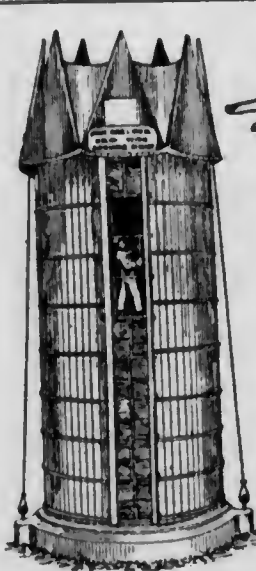
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BELL PHONE NO. 1 WEST CHESTER, PA.



### PHILADELPHIA WOOD STAVE SILOS

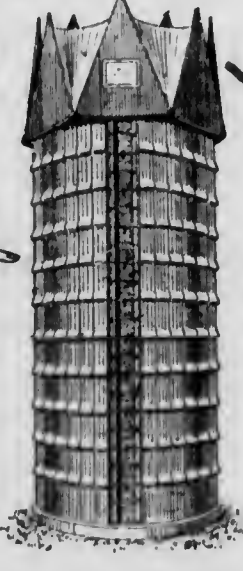
With Bevelled Doors—Keeps Ensilage Perfect—Easily Operated.

### THE OLD RELIABLE CENTURY CEMENT STAVE SILOS

Greatest Improvement of the 20th Century—Everlasting.

OPENING ROOFS for Full Silos  
ENSILAGE TRUCKS WOOD TANKS  
WRITE NOW for New Catalogue and Special Prices

E. F. SCHLICHTER COMPANY  
10 S. 18th Street, (Room 104)  
Factory, Norristown, Pa. PHILADELPHIA, PA.



Mention The Review  
When Writing to Advertisers

### MARKETING CORN WITH A SILO

By A. L. Haecker

At least one state of the Union has demonstrated that corn can be well marketed through the silo. Wisconsin has more silos than any state in the Union; recent figures indicate that they have over eighty thousand in use. The great bulk of the corn crop in Wisconsin is put in the silo and the silage fed principally to dairy cows. I hardly dare repeat what these dairy cows bring to the state each year, but it is in the hundreds of millions of dollars and surely no one can say that this corn is not well marketed.

All of the corn cannot be put in the silo, of course this goes without saying, but we can emphatically say that any farmer who is keeping ten or more head of stock can profitably use a silo. We must always produce, and probably always will, a larger amount of grain than we can consume; in other words, we should have grains for export but when prices get too low we must look to a better way of marketing, and sufficient numbers must utilize this to bring about a balance. This is a natural course and one that we know will work.

Are we not overdoing this marketing question? The papers now are filled with what this or that committee are doing or saying, much agitation is being indulged in by our agricultural leaders who are advocating all kinds of plans for collective marketing. The marketing and distribution no doubt can be materially improved, but it is not going to bring about any great economic saving. We will always have our middlemen and distributors and they will survive as they perform with economy and give service to both producer and consumer. So it is with these marketing plans, they will survive only as they give a service of value. The great problem must be to produce with economy so far as the farmer is concerned. There are many opportunities and a rich reward for individuals who can produce a better article at less cost. For example, in breeding and handling dairy cattle, in spite of all examples set, not one dairy farmer out of five is using the best and most economic means of production and often those who complain the loudest are the biggest violators of the simple problem of production.

Some time ago I attended a meeting where a farmer got up and with much indignation recited his troubles, complained of the market and of the middleman, declared there was no profit in producing milk or butterfat, laid most of his trouble and market condition to some local dealers who, like himself, were trying to make a living out of their business. After hearing this fellow through, I came to the conclusion that something was wrong but I was not sure whose fault it was. After making inquiry, I learned that the farmer had no silo, nor did he understand the economy of it, and he had scrub cows. The chances were they were all losing him money. He did not use any modern or well demonstrated methods of economic production. It was also interesting to learn that within a mile of this farmer's place there was a splendid herd of dairy cattle averaging around four hundred pounds of butterfat per year. Two big silos were in use. The barns were equipped with modern stalls, carriers and conveniences. There was a manure spreader in use; hay tools to handle some splendid alfalfa crops and the whole place gave evidence that the manager was a student of economic production.

As to the marketing, this man had no trouble in selling his produce at a fancy price. He was not only efficient in his production but also in his marketing.

For over a quarter of a century the silo has been demonstrated to be an economic means of feeding all kinds of live stock. Sufficient experiments and demonstrations have been carried on to prove that it will save from eight to fifteen cents on the cost of producing a pound of butter and from thirty to fifty cents on the cost of producing one hundred pounds of milk. It has also been well demonstrated that beef and mutton can be produced by the silo more cheaply than without it, and this saving runs all the way from twenty-five cents to three dollars per hundred-weight. In the face of this evidence no man has a right to complain of his market when on his own farm he is wasting a big profit through lack of applying simple and well known principles of feeding. Suppose a cent a pound can be saved by some large organized system of marketing. This, with a large volume, would amount to quite a sum, but it would be very small in proportion to the saving of the silo which we can say conservatively is ten cents per pound.

We might do well to appoint a committee of seventeen to see to it that producers are using the best and most economic methods of production. Thousands can be saved in this direction where hundreds are saved even under the most ideal conditions of marketing; in other words, is it not true that our first and most important concern should be to produce with economy?

This is not to criticize or antagonize any system which will improve our marketing; we need it, but let us not be carried away from the greatest and most important subject, economy of production. We are learning that all industry, whether it be farming or manufacturing, must compete not only with similar institutions in this country, but also in foreign lands. Our success in whatever we do will largely be determined on how well we do it. We can get some relief, through organization and united action, but our individual ability to meet the situation will in the end determine our success. America gives the individual a wonderful opportunity; that's why we like our America. We are not cogs in a great machine but rather a lot of individuals free to act as we see fit and always with a hope of reaching the highest success. Anything which will bar this opportunity will take away our greatest incentive and stimulus.

#### TREND OF FARM PRICES

The level of prices paid producers of the United States for the principal crops decreased about 3 per cent during June; in the past 10 years the price level decreased about 0.6 per cent during June. On July 1 the index figure of prices was about 65.1 per cent. lower than a year ago, 57.9 per cent. lower than two years ago, and 37.5 per cent. lower than the average of the past 10 years on July 1.

The prices of meat animals—hogs, cattle, sheep and chickens—to producers of the United States decreased 4.6 per cent from May 15 to June 15; in the past 10 years prices decreased in like period 1 per cent. On June 15 the index figure of prices for these meat animals was about 40.6 per cent. lower than a year ago, 51.2 per cent. lower than two years ago, and 21.9 per cent. lower than the average of the past 10 years on June 15th.

### WHAT HAS THE ASSOCIATION DONE FOR ITS MEMBERS

(Continued from page 1)

August, 1920, when 10 cents per quart for 4 per cent. butterfat milk delivered in Philadelphia was paid for the basic supply of milk. The recession since that date was orderly, a decline of 2 cents a quart in December, and a further decrease of 12 cents in May, making 64 cents per quart delivered Philadelphia, which price is still effective. The total decline from the high point in May last year represents a decrease of 37 1/2 per cent. Compare this decrease with other farm products, delivered Philadelphia:

	July 1920	July 1921	% decrease
Wheat, bu.	\$2.85	\$1.49	47.7
Oats, bu.	1.31	.49	71
Corn, bu.	2.03	.74	63.3
Potatoes, bbl.	11.75	2.75	76.7
Eggs	.42	.31	26.3
Butter, lb.	.59	.36	40.
Milk, qt.	.10	.06 1/2	37 1/2

The evidence deduced by these figures answer very fully and quite up to the point. What has the association done for me? But they do not tell the whole story.

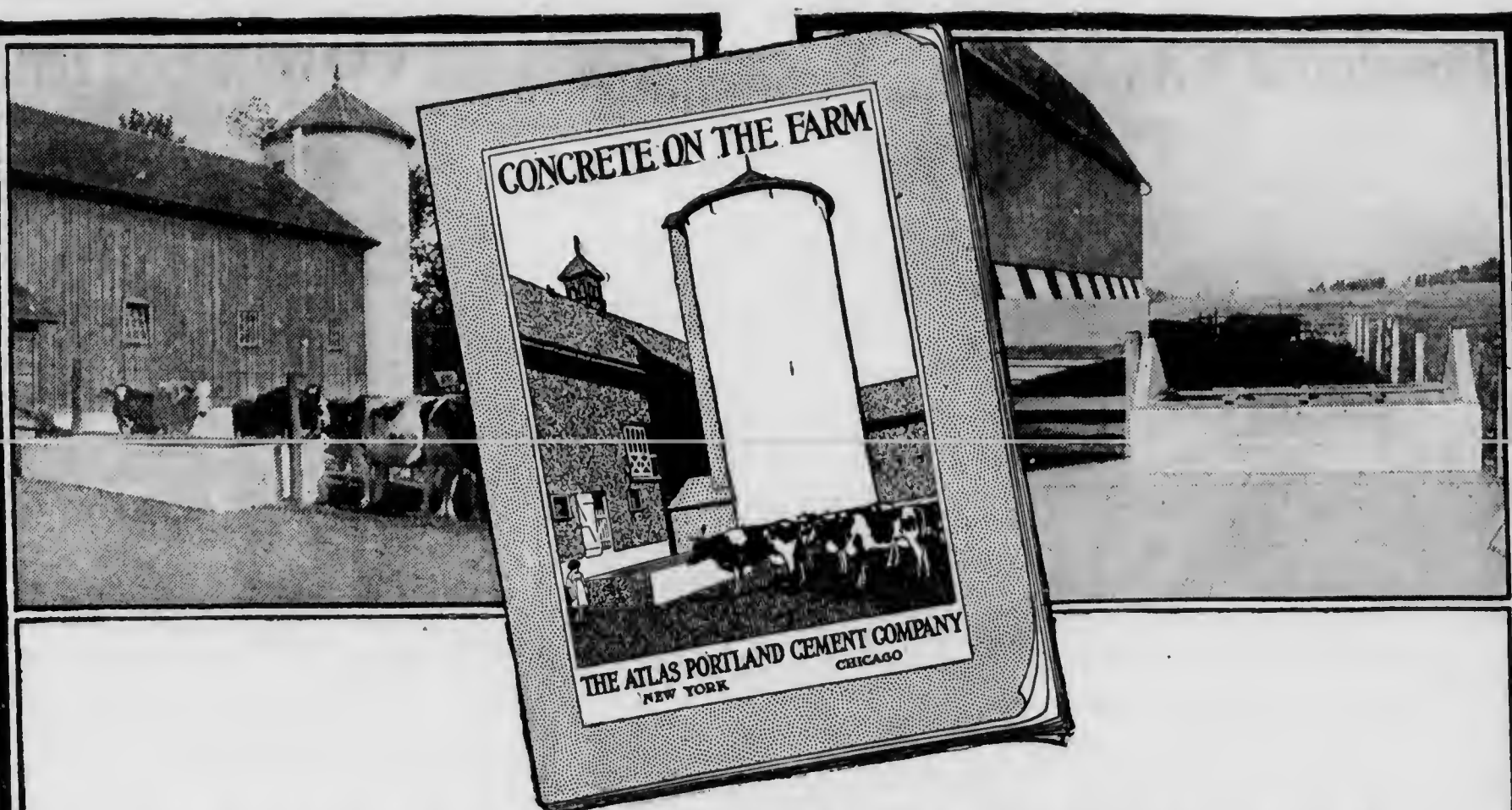
Many other factors enter into the production, shipment and distribution of milk and milk products. The organization has played its part in all these various channels. Just because you Mr. Producer or you Mr. Co-operator did not participate directly in obtaining certain betterments in conditions at receiving stations, facilities and handling of milk by the railroads, co-operation in milk tests, legislation of benefit to the industry, and fighting bad legislation, delayed payments and the many numerous small adjustments common between buyers and sellers, you fancy that you may not have been benefitted.

The value that has accrued to the dairy farmer by bettered conditions, better markets and a continuous market, in most cases day in and day out through the year, cannot be measured in dollars and cents. Without such co-operation, however, it would take but little time to break down the present modern order and system in the milk industry and promote a return to the chaotic conditions of years ago.

#### What the Dairy Farmer Should Consider

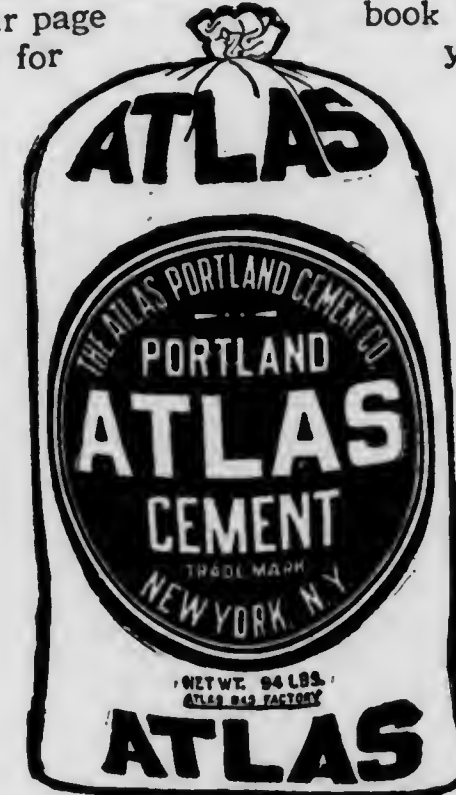
The old day with its rule of thumb systems of production, marketing and distribution has gone. Modern methods and systems are being universally adopted.

Milk production must be established on a profit making basis, and it must be done on the farm. The farmer has awakened to the fact that to sell his goods—milk—he must advertise. It's the order of the day—create a demand for your product. To establish that demand a product which will appeal to the consumer must be produced. That's up to the dairyman—it must be marketed right, that's up to the co-operative organization and it must be properly distributed. These three factors, working in accord, can produce the best results for all concerned. The distributor has to get a legitimate profit for his labor or he goes out of business, the co-operative organization must have the support of its members. But what does the producer do? He produces, it is true, but in very many cases he does not produce intelligently or profitably. Production for production's sake, a big check at the end of the month does not always spell profit. In too many cases it means a loss. Excess production at any season of the year floods the market with milk and weakens the whole situation.



### Healthier Living Conditions Mean Healthier Live Stock

The use of ATLAS Cement for all farm construction is clearly pictured and graphically described in our ninety-four page book "Concrete on the Farm." Fill out and mail the coupon below for your copy.



#### Green Feed

—the year round is assured by storing it when at its best in a concrete silo. Cattle thrive best when given a ration of green feed throughout the year. Silage is best preserved in a concrete silo.

#### Clean Water

for drinking is as essential to healthy cows as clean feed. And concrete watering troughs are quickly and easily built with ATLAS—easily kept clean and require no repairs. And now is the time to build them.

"The Standard by which all other makes are measured"

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Please send me a copy of "Concrete On the Farm" without cost or obligation.

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### THE NAME TO GO BY—WHEN YOU GO TO BUY PAINTS AND VARNISHES

Write for Color Cards and Booklet "Paint Pointers"

EUGENE E. NICE COMPANY, PHILADELPHIA

The way to make money out of the production of milk, is to begin at home. Weed out unprofitable producers. No real business man will keep a workman in his employ a week if he was an unprofitable producer, and the cow is your machine, your workman.

This situation is reflected in the following comparison of the cow population of Pennsylvania, of 1910 as to that of 1920.

	1910	1920
Calves up to 1 year	244,368	209,325
Heifers, 1 to 2 yrs.	172,068	163,908
Cows, 2 yrs. and upwards	1,005,519	874,204

With a smaller number of cows the milk yield has been steadily increasing. Better cows, better bulls, better methods all combine to lower the cost of production.

Co-operative organizations have not only pointed the way, they have aided and assisted in many other co-operative methods of milk production. Reduce costs at home—it's the business-like method of conforming to reduced selling prices. And in this connection it must be realized that the evolution must be slow. Farmers cannot shut down their plants like manufacturers but must carry on, even if profits do not develop.



Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

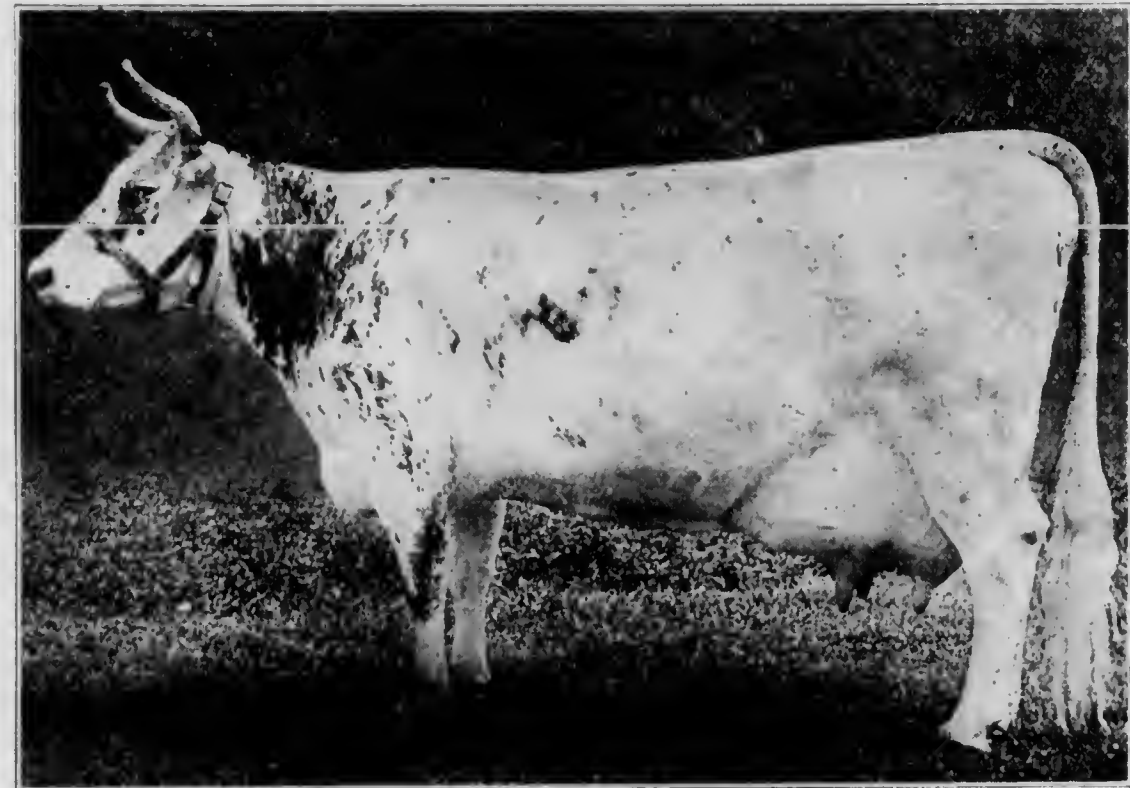
### Pusey & Young Storage Battery Station

WEST CHESTER, PA. COATESVILLE, PA.

The soy bean has an important place among soiling crops. Having a high protein value, the crop may be fed to good advantage with less nitrogenous crops, such as corn, sorghum, Sudan grass, and millet.



## Penshurst Ayrshires, Economical Producers



BLOOMER'S QUEEN, 39119

A. R. Jr.-2 12426 lbs. milk; 3-yr.-old 13459 lbs. milk; 4-yr.-old 21820 lbs. milk, 856 lbs. fat

100 A. R. Records made at Penshurst averaged 13454 lbs. milk. The herd is FULLY ACCREDITED TUBERCULOSIS FREE for 3rd consecutive year.

Many cows weigh over 1400 lbs. and are noted for quality and beauty. Bloomer's Queen and our record cows produce 5 lbs. milk for one pound of grain feed.

In these times of low milk prices, the most economical production should be the aim of the milk producer.

The Ayrshire cow is the most economical producer of the highest grade of 4% market milk.

Inspection of cattle and records invited. 215 head to select from.

The cows and facts will prove our claim of superior and economical production.

**PENSHURST FARM, NARBETH, PA.**  
(7 Miles from Philadelphia)

## "THE PRICE OF MILK"

By CLYDE L. KING, Ph.D.

Formerly

Chairman, Governors Tri State Milk Commission (Pennsylvania, Maryland, Delaware), Federal Milk Commissioner for the Eastern States, Milk Price Arbitrator for the State of Pennsylvania.

**Comprehensive Treatment of the Milk Industry in All Its Phases**

**Every Dairy Farmer Should Have a Copy of This Book**

TABLE OF CONTENTS:

Introductory—Chapter 1. The Public Interest in the Price of Milk. Part 1. The Price to the Producer—Chapter 2. The Forces That Fix the Price of Milk. 8. Manufactured Milk Products and the Price of Milk. 4. The Price Interdependence of Local, Primary and International Markets. 5. The Cost of Production. 6. Shall Dairymen Organize for Collective Bargaining. 7. Policies of Dairymen's Organizations in Their Relation to Price.

Part 2. The Cost of Milk Production. 8. The Cost of Milk Distribution. 9. Sanitary Requirements in Their Relation to Price. 10. How Shall Milk be Distributed? 11. Can Milk Distribution Costs be Lowered? 12. The Public Interest in Milk Distribution.

Part 3. Fair Price Policies. 13. The Food Value of Wholesome Milk. 14. Co-operation and Price. 15. Fair Price Policies. Endorsed by Herbert Hoover, former Food Administrator; John LeFebvre, International Milk Dealers Association; Margaret H. Boden, Chm. Food Section, Philada. Fair Price Commission; R. W. Balderston, Secty. Inter-State Milk Producers Association.

**ORDER YOUR COPY NOW**  
Price \$2.00 Delivered  
FOR SALE BY

**The Inter-State Milk Producers Assn.**  
721 Heed Bldg., Philadelphia

## COW TESTING ASSOCIATIONS

### CUMBERLAND COUNTY COW TESTING ASSOCIATION A. A. Raudabaugh, Tester

The following report for the month of June has been made. Herds tested, 24; cows in milk, 280; dry, 30. Number of profitable cows sold, 12; unprofitable, 6; one pure bred bull has been purchased. Number of cows producing over 40 lbs. fat, 31; over 50 lbs. fat, 12; cows producing over 1000 lbs. milk, 57; over 1200 lbs., 30. The ten highest producing cows in butterfat for month:

Owner	Name of Cow	Breed	Lbs. of cow	% Milk	Lbs. Fat	Lbs. Butterfat
I. V. Otto	Mabel	R. H.	2163	3.74	81.0	
I. W. Miller	Mapel	R. H.	2385	2.91	70.2	
I. W. Miller	Shambaugh	R. H.	2373	2.95	69.9	
V. C. McCormick	Hope	R. G.	1200	5.7	68.4	
I. V. Otto	Sholes	R. H.	1800	3.70	66.6	
I. V. Otto	Virginia	R. H.	1806	3.3	62.6	
G. L. Strock	Daisy	G. H.	1782	3.3	58.8	
I. W. Miller	Whitely	R. H.	2001	2.89	57.9	
I. V. Otto	Priscilla	R. H.	1767	3.3	57.9	
I. V. Otto	Peggy	R. H.	1847	3.1	57.3	

### LEBANON VALLEY COW TESTING ASSOCIATION

Paul S. Bubp, Tester

There were 31 herds tested during June, with 289 cows in milk and 44 dry. Six cream separators were tested. One pure bred bull was purchased by a member of the association, replacing a grade. Number of cows producing over 40 lbs. of fat, 29; over 50 lbs. fat, 9; 46 cows produced over 1000 lbs. and 19 over 1200 lbs. of milk. The ten highest producing cows in butterfat for month follow:

Owner	Name of Cow	Breed	Lbs. of cow	% Milk	Lbs. Fat	Lbs. Butterfat
Harvey L. Iba	Pearl	G. G.	1470	4.6	67.6	
Joseph H. Schott	Wietke	Holst.	1749	3.5	61.2	
Harry S. Forney	Priscilla	Holst.	1233	4.7	58.0	
Cyrus B. Bowman	Goldie	G. G.	1059	5.4	57.2	
Caleb Light	No. 5	G. H.	1182	4.8	56.7	
Howard B. Bomberger	Bess	G. G.	1530	3.5	53.6	
Clayton Ebersole	No. 8	Holst.	1215	4.3	52.2	
Harvey L. Iba	Doll	G. G.	1125	4.6	51.8	
David W. Wagner	No. 3	Holst.	1368	3.7	50.6	
Howard B. Bomberger	Tillie	G. G.	849	5.7	48.4	

### THE SOUTHERN YORK COUNTY COW TESTING ASSOCIATION

Wm. K. Klinedist, Tester

During the month of June 25 herds including 305 cows in milk and 15 dry, were tested. Of this number 3 produced over 1200 lbs. of milk and one over 50 lbs. of butterfat, while 7 produced over 1000 lbs. of milk and 7 over 40 lbs. of butterfat. Two pure bred Holstein bull calves were purchased by members of this association and one more member began feeding a balanced ration according to milk production. This makes a total of six who have changed their feeding methods since the association began work three months ago. The following is a list of the ten highest cows in butterfat production:

Owner	Name of Cow	Breed	Lbs. of cow	% Milk	Lbs. Fat	Lbs. Butterfat
D. R. Posey	1	G. H.	1440	3.5	50.4	
I. R. Showalter	Fancy	G. H.	1026	4.8	49.2	
Dale Kilgore	Rose	G. H.	1488	3.2	47.6	
H. G. Hall	367365	G. Guern.	846	5.1	43.1	
Wm. Snodgrass	Pet	G. Jersey	516	8.0	41.3	
H. G. Hall	30377	G. Guern.	1002	4.1	41.1	
H. G. Hall	127259	G. Guern.	504	8.0	40.3	
H. G. Hall	173668	G. Guern.	747	5.3	39.4	
R. J. Mate	Blanche		1174	3.3	38.7	
Wm. Snodgrass	Nannie		990	3.9	38.6	

### YORK VALLEY COW TESTING ASSOCIATION

The York Valley Cow Testing Association in charge of Samuel G. Grove, of York, was reorganized May 6th and completed its first month's work June 6th.

During the month 26 herds including 257 cows were tested. Of this number 38 produced over 1200 lbs. of milk and 13 over 50 lbs. of butterfat, while 62 produced over 1000 lbs. of milk and 32 over 40 lbs. of butterfat. The following is a list of the ten highest cows in butterfat production:

Owner	Name of Cow	Breed	Lbs. of cow	% Milk	Lbs. Fat	Lbs. Butterfat
Davis Bros.	Zama	R. Ho.	2265	3.3	77.7	
Henry Sprengle	5	G. Hol.	1326	5.2	70.0	
H. E. Robertson	Moontykes	R. Hol.	2094	3.3	69.1	
A. G. Enig Sons	Fanny	G. Guern.	996	6.3	62.7	
Davis Bros.	Anggie	R. Hol.	1552	4.0	60.9	
Davis Bros.	Pauline	R. Hol.	1739	4.1	54.0	
H. E. Robertson	141	R. Hol.	1896	2.8	53.1	
Davis Bros.	Lady	R. Hol.	1609	3.3	53.0	
Davis Bros.	Floss	R. Hol.	1596	3.3	52.7	
H. E. Robertson	Findeme	R. Hol.	1971	2.7	52.2	

The record made by the highest cow owned by Davis Bros., of Seven Valleys, and those made by the third and last cows owned by H. E. Robertson are even better than they appear on the table since the last is only a three-year-old and all have been milking since early in February.

### SOUR MILK BISCUITS CAN BE MADE WITH CORN MEAL

Almost everyone likes sour milk biscuits. Those made with corn meal may be new to some housekeepers.

#### Corn Meal Biscuits

- 1 1/2 cups corn meal
- 1 tablespoon water
- 2 cups sour milk
- 1 teaspoon soda
- 1 tablespoon fat
- 1 teaspoon salt
- 2 eggs

Heat together the corn meal, sour milk, fat and salt in a double boiler for 10 minutes. When cool, add the well-beaten eggs and the soda dissolved in the water. Bake in small pans that will give a large amount of crust. The kind used for "finger" rolls is best.

E. R. Quackenbush, Inter-State Milk Producers Association field man, working in the Maryland, Delaware territory, made 93 visits to dairymen in five days, signing up 82 new members for the organization.

Healthy, Pure-Bred  
Foundation  
Stock

# CHESTER COUNTY

Healthy, Pure-Bred  
Foundation  
Stock

"THE COUNTY THAT COUNTS"

## Guernseys

May-Rose Breeding

### HERD SIRES

LANGWATER HERO  
No. 39634

Son of Langwater Heroine, A. R. record, 16221.1 lbs. milk, 805.64 lbs. fat in Class D.

LANGWATER ROYAL  
25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

M. M. Hollingsworth & Son

Landenberg, Pa.

ACCREDITED HERD

## Guernseys

Maple Shade  
Farms

60 Registered  
Guernseys

The cows that give the high priced milk

Federal Accredited Herd No. 8430

### HERD SIRES

Laverna's Ultra May King  
24660 A. R.

Gerar Pearl's Royal 58411  
His four full sisters records average 739.91 lbs. butter fat

M. T. PHILLIPS

Pomeroy, Pa.



## Towns End Farms

Can supply your wants in bulls of serviceable age or bred heifers backed by yearly records, Uncle Sam's Health Guarantee and a double cross of the blood of the great King Segis

E. P. Allinson

WEST CHESTER, PA.

ACCREDITED HERD



Crystal Farm

Home of

WINTERTHUR JOHANNA  
PRILLY SEGIS 206498

Seven A. R. O. Daughters

The best son of Sir Inka Prilly Segis from the best daughter of the 40 lb. bull Johanna King Segis. Grand Champion at West Chester, 1920. Some daughters of this sire and some of a lot of good cows in calf to him will be sold October 19, 1921, at the Quality Consignment Sale, West Chester.

Approved Cows Taken for Service

Cows and Bulls for Sale

Charles J. Garrett

West Chester, Pa.

FEDERAL SUPERVISION

## Jerseys

### BULLS

A Few Choice  
Heifers

from

A. R. O. Cows

sired by

Financial Satin Noble

\$100 and Up

80 to Pick From

HIGHLAND FARMS

West Chester, Pa.

ACCREDITED HERD

## Jerseys

Financial Sensation

153793

"The Best Bred Bull in the World"

Heads the Herd at

Greystone  
Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

## Ayrshires

Valley Forge  
Ayrshires

CONSTITUTION QUANTITY  
CONFORMATION QUALITY

Breeders of Bloomer's Queen, 4-yr.-old, 21820 lbs. milk, 1005 lbs. butter. We sold 12 heifers in 1920 which averaged 12178 lbs. milk with first calf on Official Test.

20 Cows 30 Heifers  
2 Bulls for Sale

Prices you can afford to pay

HERD FULLY ACCREDITED

Inspection Invited

James Deubler's Sons

Berwyn, Pa.

## Ayrshires

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Farms

Tell us your wants and we can supply them at prices you can afford to pay.

Aged cows, bred to Glenury, an A. R. son of Finlayston.

Aged cows, bred to Rena's Baron of Highland, an outstanding son of Baron's Best of Bargaenoch. Heifers, bred to these two great sides.

Young heifers.  
Bull calves.

All the above stock carries some of the best producing blood of the breed with A. R. ancestry on both sides.

Herd free from tuberculosis

Delchester Farms

THOMAS W. CLARK, Supt.

Edgemont, Del. Co., Pa.



## The NU-WAY Sanitary Milker



There is a reason for the Unparalleled Popularity of the NU-WAY MILKER throughout this territory today. Each day brings fresh testimony from some user of advantages which were wholly unexpected—in some instances, more milk; in others, far less udder trouble than formerly; and still others, greater cow contentment.

Let us send our descriptive catalogue, also the names of some of the best known nearby breeders of pure bred cattle where the NU-WAY is making good under unusual conditions, such as with heavy feeding and in the production of ultra-clean milk.

### STANDARD SUPPLY COMPANY

WEST CHESTER, PA.

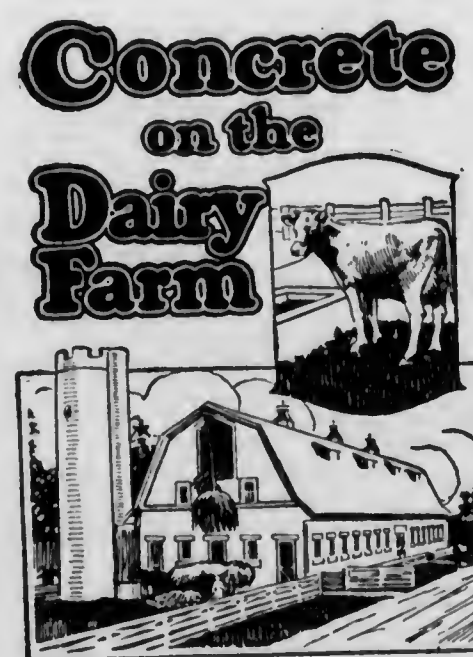
General distributors for

### Nu-Way Sanitary Milkers

in Pennsylvania, New Jersey, Maryland and Delaware

Both Phones

## A NEW BOOK for Dairymen



Published by  
PORTLAND CEMENT ASSOCIATION

USE **CONCRETE**  
FOR PERMANENCE

PORTLAND CEMENT ASSOCIATION

347 Madison Avenue  
New York, N. Y.

It will help you boost dairy profits.

It's full of valuable information on how and why to use concrete for barns, icehouses, milkhouses, watering troughs, silos, water storage tanks, barnyard pavements—every necessary dairy farm building.

Write our nearest District Office for your free copy.

Remember!

## JULY MILK MARKET

(Continued from page 1)

duce increased consumption of substitutes, with a consequent decrease in demand at lower prices for butter.

Be that as it may, the strength of the butter market has yielded the producer, under the Philadelphia Selling Plan, \$1.89 per hundred pounds for 4 per cent. surplus milk at all receiving points, as compared to \$1.56 per hundred for the month of June. The average price for 92 score butter in July was 38.8 cents per pound as compared to 32.5 cents in June.

In July the producer was paid, under the Philadelphia Selling Plan, 6½ cents per quart delivered in Philadelphia or \$2.27 per hundred at receiving stations in the 50 mile zone, for his basic supply and 5.4 cents per quart delivered Philadelphia or \$1.89 per hundred pounds for four per cent. milk delivered at receiving points in the 50 mile zone.

In May and June the usual differential of 10 per cent., applying under the Philadelphia Selling Plan was discontinued for the time owing to the heavy surplus of milk which was produced.

### Differential Restored

In July this 10 per cent. differential was restored and producers will be paid the basic price for 110 per cent. of the milk shipped during the month. This would bring the weighted average price for four per cent. fat, estimated at a basis of 80 per cent. basic and 20 per cent. surplus at \$2.19 per hundred pounds, in the 50 mile zone.

### August Differential

In view of the withdrawal of the 10 per cent. differential or bonus in May and June, and in order that the producer may obtain some benefit from changed conditions compared with that time the differential or bonus for August, which was established at 105 per cent. basic quantity has been advanced to 110 per cent., for that month only. In other words, producers will be paid in August on the same basis as was in force in July.

### JERSEY COW HAS

#### TWENTIETH CALF

Twenty calves at twenty-one years of age is the breeding record of Financial King's Interest, a Jersey cow owned by Greystone Farms at West Chester, Pa. The last calf is a heifer, and is one of nineteen sisters, the other calf being a bull. This grand old cow has therefore been the mother of a fair-sized herd, and is still in a remarkably good state of health.

At twenty years of age she made an official record of 7,302 pounds milk and 400 pounds butterfat, and she has a previous record that was still higher. She will be put on test again to test the limit of a cow at advanced age, and also as an object lesson of what can be made from a cow whose years are so prolific in dairy products and calves.

Her last calf was sired by Financial Sensation, a grandson of the old cow, so that the calf is as close to being the counterpart of its mother as is possible.

Financial King's Interest is the only living daughter of Financial King, which was also the sire of Financial Countess, one-time champion production cow of the Jersey breed. Financial King was a son of Interest, a cow that in her time was considered the best animal on the Island of Jersey. It is interesting to note that this great line of animals is being intensified as well as perpetuated by the owners of the cow that has twenty calves to her credit.

## Help the Campaign for Clean Milk!

You owe it to yourself for your own protection and it is a moral obligation of yours to the milk consuming public. One of the best helps to this end is our

### Ideal Ventilated Covers



The IDEAL Cover has been adopted as standard by the largest producers and its use is being suggested generally by the large milk buyers.

At Your Dealer or

### BARNETT & VOIGT

MANUFACTURERS

100 So. 4th St. Philade a

## Which Way—Is Your Farm Going?

Is it moving toward greater fertility, greater production, greater earning power or is it moving toward lower production, decreased fertility and smaller income?

### Many a Farm

That has been going back because of acid soil has been brought to fertility and profit by the regular application of

### Michigan

**Pulverized Limestone**  
Calcite Brand Michigan Limestone is 99% pure. Taken from the largest limestone quarry in the world, dried and ground in the largest limestone mill in the country. Quantity production enables us to market cheaply.

### BUILD UP YOUR SOIL WITH LIMESTONE

Do It The Michigan Way  
MICHIGAN LIMESTONE & CHEMICAL COMPANY  
NEWTON S. GOTTSHALL  
General Eastern Agent

1501 Arch St. Norristown, Pa.

The Chester County Farm Bureau, in co-operation with the Poultry Extension Department of the Pennsylvania State College will hold a series of Poultry Selection Meetings this summer to demonstrate the common methods of determining whether a hen is laying or not and whether or not she has been a profitable asset to the farm flock.

## Milk for Health

# EVERYTHING FOR THE MODERN FARM and DAIRY

WILMINGTON STORE:  
216 West 7th St.  
WILMINGTON, DEL.  
Bell Phone  
Wilmington 6405-W

## PHILADELPHIA FARMERS AND DAIRYMENS SUPPLY COMPANY

INCORPORATED

1916-1918 MARKET STREET - PHILADELPHIA

PHILADELPHIA FARMERS AND DAIRYMENS SUPPLY COMPANY

Gentlemen:—I am interested in (Indicate by check in square)

☐ Seeding Machinery ☐ Butter Churns ☐ Milking Pails ☐ Milk Cans ☐ Plows ☐ Brooders ☐ Pumps ☐ B-K Disinfectant

☐ Wire Fence ☐ Cream Separators ☐ Parchment Paper ☐ Milk Bottles ☐ Wagon and Farm Carts ☐ Harvest Machinery ☐ Ventilators ☐ Gould Pumps ☐ Sprayers

☐ Pasteurizers and Vats ☐ Milk Bottle Caps ☐ Tractors ☐ Wyandotte Washing Powder

Name \_\_\_\_\_ Address \_\_\_\_\_

Bell Phone

Locust 1018

Locust 2057

Keystone Phone

Race 1568

## THE DANGER OF MILK SUBSTITUTES

(Continued from page 3)

favor of prohibitive legislation on the invitation of the National Milk Producers Federation:

"Bogus milk, or filled milk, is not a recent product. Skim milk and oil, both animal and vegetable, have been combined for culinary purposes more than 30 years ago. Calves have been fed on mixtures of lard and skim milk for experimental feeding purposes for an equal length of time.

"In 1907, however, a so-called scientifically mixed and prepared animal fat and skim milk compound was put upon the market as an infant food and to replace condensed milk. This product was supposed to have superior merit, but the fact of the case was that after some time experiments showed that the food was actually deleterious to infants. These facts were the primary motive for our investigation to show the comparative value of the compound with condensed milk.

"A number of cages of white mice were subjected to nutritive tests. One lot was fed on condensed milk and after four months of growth weighed 182 grams. While another lot was fed on this compound and weighed 40 grams under the same period of time and kept under the same conditions otherwise.

"After a number of these experiments it was concluded that probably it would be wise to have someone else versed in nutritive experiments work carry on a series of similar experiments. Accordingly Dr. McCollum was asked to carry on the special work with coconut oil for the benefit of the State Dairymen's Association, which at that time was interested in finding the truth as to the virtue of the compounds that were upon the market. Dr. McCollum's tests corroborated the tests made by Dr. Lyman and Dr. Black for the Ohio Dairymen's Association.

"Since these compounds have little nutritive value and cannot be used in place of condensed milk in the diet for infants as well as adults, what purpose could they have upon the market other than they have upon the market other than as an instrument for fraud. For mixing skim milk and oils for culinary purposes has been practiced for years and the blending of the same into custards, vegetables and salads has been done so perfectly by using the two products separately that there is no object in having the two previously blended together for culinary use.

"The manufacturer claims that with every case of milk sold special directions are given as to the use of this material. The fact nevertheless remains that the final consumer is deceived in many instances in that he is trying to buy condensed milk which has the intrinsic constituents, namely vitamins, which do not exist anywhere else, and instead gets a compound which is entirely deprived of them. An alloy of gold might pass just as well as pure gold itself, nevertheless, it does not have the intrinsic value and therefore becomes a counterfeit. The manufacturer therefore puts himself under the guise that he is not responsible for the retailer's action. Yet the circuit court holds this view in this particular case, that even though the retailer is perpetrating the fraud on the consumer the manufacturer nevertheless is a party to the intrigue in that he makes the fraud possible.

"And to prove how easily it is that the innocent public might be deceived, I need not state the common, ordinary cases in which people are buying this product for milk and who are not able to read the label, but even intelligent people are fooled into purchase of this bogus milk. The United States government in its maintenance regulation provides for condensed milk which reads to the effect that condensed milk for army and navy purposes shall be the pure, unadulterated, fresh, wholesome milk with the water removed. And yet these compounds have been found in the United States army camps and were used until their attention was called to the fact that they were not consuming condensed milk but rather a compound.

"There is no doubt but what the parties responsible for putting this material into the camps were innocent. It therefore becomes doubly important that the government protect the people in such a way that it would not be possible to perpetrate a fraud without perfect knowledge of the same.

"The present Voigt filled milk bill should therefore have the endorsement of the consuming public as well as the dairy producing public, and it is hoped that Congress will pass the same."

Opponents of the bill admitted that approximately 85 million pounds of milk compounds had been manufactured in 1920. This displaced over 7 million lbs. of butterfat and forced it to seek a market in the form of butter.

It was also conclusively shown that no additional market is afforded farmers for skim milk by the production of bogus milk compounds.

## FOR SALE

### REGISTERED HOLSTEIN BULL CALVES

From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as Helpers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

I. V. OTTO BOILING SPRINGS FARM CARLISLE, PA., R 6

## DAIRYMEN'S DAY

October 19, 1921

West Chester, Pa.

Before you purchase a bull or any additional cows see details to be advertised in the September Review.

CHESAER COUNTY HOLSTEIN BREEDERS GUARANTEE SALE

## FOR SALE

Fancy Chester White Shoats Registered. Now ready. Price right. Also fine Beagle Rabbit Pups, from choice stock, Thirteen Dollars per pair.

John C. Sutton Blacks, Md.

## HOLSTEIN FRESIAN CATTLE

Young Stock of either Sex Always for Sale  
Herd Under Federal Inspection  
Free from Disease

William S. Ker, Carlisle, Pa., R. 9

## FARM PRICES DECREASE

Information gathered by the Bureau of Statistics, Pennsylvania Department of Agriculture, show a steady decline in the prices of farm crops and farm produce during the past four months.

	March 1, 1921	July 1, 1921
Wheat	\$1.70	\$1.34
Corn	.88	.76
Rye	1.30	1.10
Oats	.57	.51
Buckwheat	1.19	1.14
Tobacco	.16	.14
Potatoes	.87	.56
Hay	21.68	17.70
Eggs	.36	.28
Farm butter	.50	.32
Milk, per 100 lbs.	2.81	2.20

The above tabulation is the average of the prices prevailing in the different counties on July 1

## Reading Bone Fertilizer

Quality Service Satisfaction  
Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)  
Reading Bone Fertilizer Co., Reading, Pa.

Ask your dealer for Reading Bone Fertilizer. Write for booklet and further information.

## EDW. BRINTON & SONS

Largest Stock of EVERYTHING

for the farm and garden in Eastern Pennsylvania

Special Attention to Mail and Phone Orders

## EDW. BRINTON & SONS

Bell Phone 10 WEST CHESTER, PA.

## BACK TO PRE-WAR PRICE

### Monarch Dairy Sterilizer

\$2.00 per Gallon Express Prepaid

A powerful Germicide and Disinfectant—Phenol coefficient 10 plus—Absolutely non-poisonous.

Bring the upkeep of your Milker Down

Send order today for the RIGHT Dairy Sterilizer at the RIGHT Price

Monarch Laboratories, Inc.

BROOMFIELD, N. J.

## E. NEWLIN BROWN

Live Stock Auctioneer

WYCOMBE, BUCKS/CO., PA.

Sales Anywhere—Anytime

## ROSECOYD FARM'S

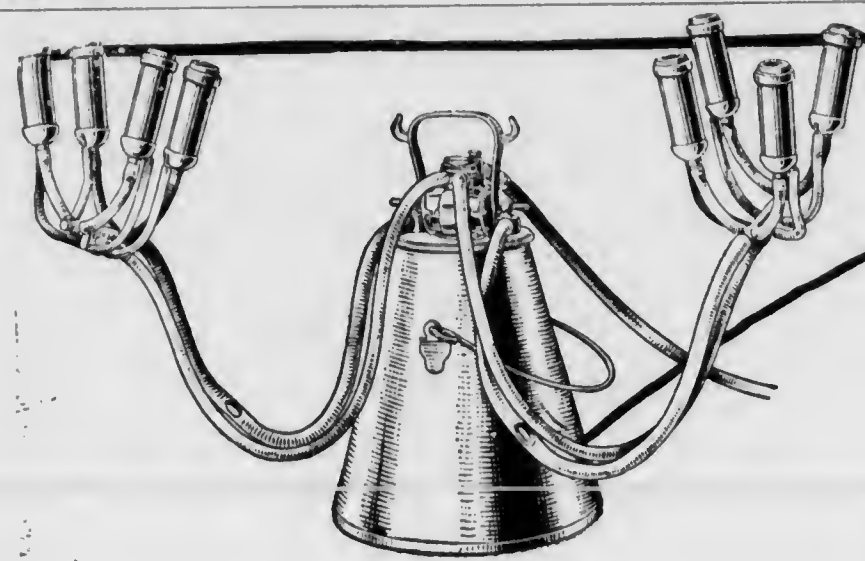
DUROCS OF QUALITY

GOOD PIGS FOR SALE NOW

D. M. STOUT, HERSHEY, PENNA.

Mention The Review when writing to advertisers.





## Back to Pre-War Prices

Now you can buy your Empire Milking Machine at the 1914 price. High priced materials are a thing of the past. The same excellent metals that have always gone into Empire manufacture are down to rock-bottom prices. Increased production has given additional savings.

### Passed Along to You Empire Service Guaranteed

And every saving is being passed along to you. There's no longer a single reason to delay the purchase of your Empire Milker. There's no longer a single reason to put up with the drudgery, inefficiency and wasteful expense of hand milking.

Get an Empire. Get it now! For it will turn milking from a wearying back-breaking chore into a profitable, easy and pleasant task. It will milk your herd more quickly, more thoroughly and at a fraction of the expense of hand milking with one-third of the men now required. The Empire usually increases production and lengthens lactation periods.

### Fewer Men—More Milk—More Profits

In times when milk prices are low there's just one remedy—increase production and lower production costs. Keep profits up by forcing costs down. Take a smaller profit per pound on a greater number of pounds of milk. That's just what we are doing—taking a smaller profit per machine on a greater number of machines. It's good business.

The Empire is the only milker whose pulsator carries an absolute 4 year guarantee of satisfactory service. It is the only milker that can carry such a guarantee.

### Quality Up ~ Prices Down

Never before has such great milker value been offered. While Empire engineers have been at work to reduce prices to the pre-war level they have been unremitting in their efforts to keep Empire Quality up. Each part of the Empire pail, pail lid and pulsator that comes in contact with the milk is made of highest grade nickel-silver—a metal that is non-rusting, non-corrosive and has no effect on milk.

You may rest assured that, no matter what the price, Empire Milkers will always be up to Empire Standard in Quality—the very highest quality that can be obtained.

Many Empire Milkers have been in continual use for over 5 years, and the owners report them still perfect. That's evidence of the strongest kind that an Empire Milker will accomplish for you everything that we claim.

### See Your Dealer Now

Call on the Empire Dealer at once, or ask him to call on you. Write us for the new Empire Catalog 50M and full information.

**EMPIRE CREAM SEPARATOR CO., Bloomfield, N. J.**

*Also Manufacturers of the Separator with the Million Dollar Bowl*

CHICAGO; SAN FRANCISCO; TORONTO, CAN.

# EMPIRE

## MILKING MACHINES

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., SEPTEMBER, 1921

NUMBER 5

## AUGUST MILK MARKET

### CONDITION'S FUTURE UNSETTLED

From almost every angle and from every territory comes the report of unsatisfactory conditions in the milk market.

In the Philadelphia Milk Shed, as has been the case in other territories as well, the production of milk has increased, not only in comparison with July, but in comparison with the same month last year.

Favorable rains have produced good late summer pasture, which has been reflected in an increased output per dairy. Consumption nominally fell off on account of the vacation season, but this

Cooler weather during a portion of August resulted in a decreased consumption of ice cream, the usual market for the excess supply of milk and many of the dealers have been compelled to turn some of the basic quantity milk into sweet butter, general consumption not even covering the established basic milk quantity.

That these same conditions prevail in the milk market in practically all the large dairy centers is reflected in the various price announcements for September. In New York, Philadelphia, Baltimore and Pittsburgh the prices which

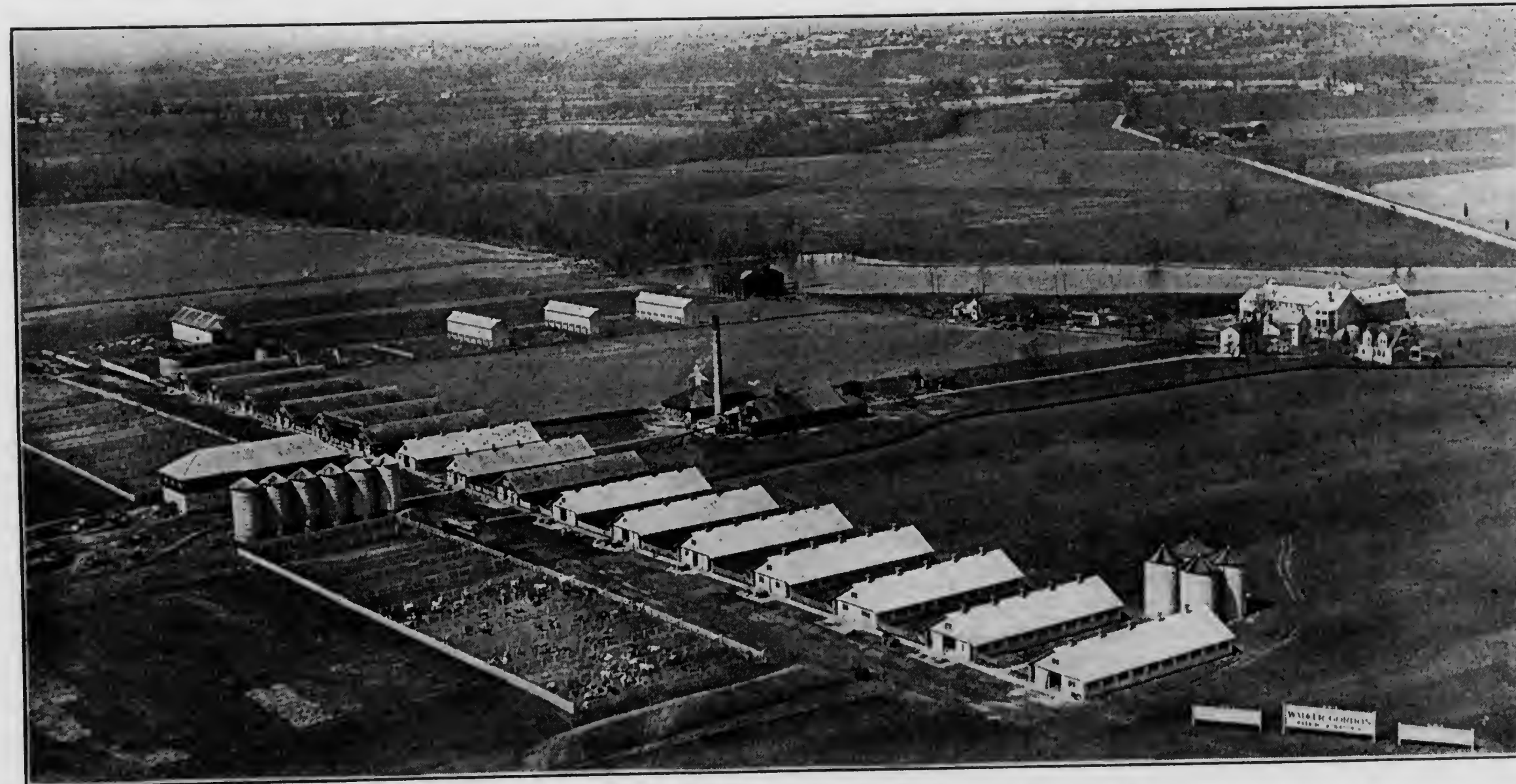
## MILO D. CAMPBELL

### FOR APPOINTMENT TO FEDERAL TRADE COMMISSION

Urging the appointment of Hon. Milo D. Campbell, of Coldwater, Michigan, President of the National Milk Producers' Federation, to fill a vacancy on the Federal Trade Commission on expiration in September of Commissioner Pollard's term, a delegation representing nearly all of the strong national farm organizations, a number of farm journals and accompanied by Senators and Representatives, conferred with President Harding on August 26th, and presented the following letter signed by leading representatives of farm organizations throughout the country:

tion since it was founded five years ago. For thirteen years he has operated his dairy farm near Coldwater, Mich.

He is a Republican of high standing in Michigan and was on the agricultural section of the advisory committee of the Republican party which prepared the Republican platform in the campaign of 1920. In the same campaign, at the request of all the farm organizations of Michigan, he was a candidate in the Republican primaries for Governor and polled a tremendous voting strength, carrying the state outside the city of Detroit.



Aeroplane View of the Walker Gorton Farms, Plainsboro, N. J.

year we have had an added decline in consumption due to the decrease in buying power of the public. Upwards of 100,000 working people being estimated as being out of employment in Philadelphia and many others are on reduced working hours at this time.

While many of these have not stopped the use of milk in the homes the quantity purchased has unquestionably been greatly decreased.

In addition to the decreased consumption we have experienced an increase in the quantity of low price dairy products, particularly cream, which has been coming from, not only outlying, but distant territory, where low prices to producers made it possible to ship into this market. Car load shipments of cream from Canada, Ohio and other districts have been marketed in this territory regularly recently and a price which would be impossible to meet by buyers in this district, paying established prices for milk.

were effective in August have been reported unchanged for September. In the middle west sharp price declines are noted. Chicago has reduced the price paid producers in September to \$1.50 per hundred at country plants. The August price was \$2.30. This represents milk testing 3.5 butter fat. In other middle western points reductions ranging from one to three cents a quart have been reported. What effect this may have on the eastern markets remains to be seen. At least the situation will bear close watching.

The butter market during August was more favorable to the producer of surplus milk. The upward price movement was still under way early in the month, the top of the market coming in the first week when 92 score New York creamery butter reached 45 cents a pound. There was a slight orderly recession as supplies became more plentiful and the market

(Continued on page 9)

Hon. Warren G. Harding, President of the United States, The White House, Washington, D. C.

My Dear Mr. President:—  
In the matter of filling the vacancy on the Federal Trade Commission caused by the expiration of the term of Commissioner Pollard on September 26th of this year, we desire to commend for your consideration and urge the appointment to this post of Hon. Milo D. Campbell, of Coldwater, Michigan.

Mr. Campbell is a member of the bar in the State of Michigan. He has been Commissioner of Insurance of that State and at one time was a member of the State Tax Commission. He represented the dairy industry on the Agricultural Advisory Board appointed by the Secretary of Agriculture and the Food Administrator during the war.

Mr. Campbell has been president of the National Milk Producers' Federation

Mr. Campbell is man of broad knowledge and sympathies. He has a thorough understanding of the big questions affecting agriculture and he may be relied upon to approach matters affecting trade and competition with a fairness and forcefulness that will command the respect of those with whom he will contact.

We desire at this time to emphasize the hope of the agricultural organizations that party pledges in respect to representation of the farm organizations on important federal commissions and boards will be carried out. We know of no more fitting way for your administration to make a beginning in this respect than to place Mr. Campbell on the Federal Trade Commission.

Respectfully,  
(Signed by)

A. M. Loomis, secretary National Dairy Union; C. S. Barrett, president The Na-

(Continued on page 7)



### SOME REAL TESTS WITH OLEOMARGARINE

Feeding experiments with livestock have been conducted innumerable to test out the results from various feed combinations, but few people have had the nerve to go very far experimenting on children. The lives of human beings are so valuable that only those foods known to be the best are advocated and if experiments with other foods are necessary they are usually tried out on rats, guinea pigs, rabbits or other animals.

The City of Rochester, New York, decided that butter was too expensive to feed the seven children it had in its orphanage, and oleomargarine was given a six months' trial. Since the children are weighed at regular intervals their records give some valuable facts.

Following is the report as published in the Twin City Milk Producers' Bulletin:

"The first six months, while butter was fed, these seven children gained 23.75 pounds.

### INTER-STATE MILK PRODUCERS ASSOCIATION DIRECTORS MEET

A meeting of the directors of the Inter-State Milk Producers Association was held at the association headquarters on August 25th, the following directors being in attendance:

J. H. Bennett, Robt. F. Brinton, H. D. Albrecht, W. D. Copperthwaite, E. Nelson James, E. R. Pennington, F. M. Twining, Ira J. Book, A. B. Waddington, F. P. Willis, F. O. Ware, Albert Sarig, Frederick Shangle, E. H. Donovan, R. R. Spring, R. I. Tussey, H. I. Lauver, J. A. Poorbaugh, also secretary R. W. Balderston and A. A. Miller, editor of the Milk Producers Review.

In addition to the transaction of routine business a number of important matters were considered.

Plans were completed for the annual meeting of the association which will be held at the Adelphia Hotel Philadel-

### NEW DECISION ON NEUTRALIZED BUTTER

Revoking a former opinion, rendered December 31st of last year, the Attorney General has decided that "butter produced from sour cream, the acidity of which has been reduced by the use of lime water or some other neutralizing agent before churning, is not adulterated butter within the meaning of Section 4 of the Act of May 9th, 1902, and therefore is not taxable as such."

The Attorney General issues a warning against the practices of unscrupulous manufacturers. He says that any butter maker producing butter "from filthy decomposed or putrid substances," or adding any poisonous or deleterious ingredient will be subject to prosecution.

He interprets the act and classifies adulterated butter as follows: "First, butter in any way produced from different lots of parcels of melted or unmelted

### DAIRY COUNCIL NOTES

#### Activities Are Continued Full Force

Notwithstanding the school holidays which have, for the time, interrupted active work in the Milk Fairies Play, work in all other departments of the Dairy Council have been actively pushed, and the forces engaged in the Fairy Play were, for the time, diverted to Pageantry work.

The principal activities of the Council are noted herewith:

#### Bill Boards

The poster shown on this page is on the bill boards in Philadelphia, Trenton and Chester this month. This illustration does not do the poster credit for it does not show the colors which are shown on the boards. The poster must be seen to be appreciated, and it tells the truth too, for we have given milk to selected sickly, undernourished children



Interstate Dairy Council Bill Board Poster Now Being Displayed in Co-operation with the National Dairy Council in Philadelphia, Chester and Trenton

"For the next six months, while butter was still being fed, the seven children gained 44.25 pounds.

"For the next six months these seven children were fed Oleo in place of butter, everything else in the diet being the same. The result was a loss of 9.5 pounds.

"The management then saw what Oleo was doing for the children and went back to butter, with the result that in the following six months, the children made a gain of 56.87 pounds.

"This official report from the city of Rochester is the strongest indictment of Oleo that we have so far seen."

Now who is going to be foolish enough to try butter substitutes on children? Whoever uses butter substitutes in face of the evidence at hand is either densely ignorant or criminally inclined.

No more just law was ever devised than one that would absolutely bar the sale of oleomargarine. Such legislation should be classed as a health measure the same as anti-liquor and anti-narcotic laws.—O. L. Dairyman.

#### FOR SALE

Sow, with three pigs and a gas tank; cow giving three gallons of milk and a player piano; a mare with colt and an automobile. Can be had on easy terms.

phia, Pa., Monday and Tuesday, December 5th and 6th. The annual banquet will be held on the evening of December 5th.

Reports were received from the executive committee of the board regarding recent price conferences and other activities of the committee since the last meeting of the board of directors, which various actions had the approval of the board.

The condition of the milk market both as to local conditions and the world's market was discussed at length and in view of the supply and demand, not only in this territory but in the other primary markets, it was decided to take no action regarding any price changes at this time and the question of price adjustments was referred to the executive committee for action when warranted.

The apple crop of the State of Pennsylvania will only be 17 per cent. of normal, while the condition of potatoes on August first indicated a yield of more than 12,000,000 bushels less than last year. The hay crop of Pennsylvania is also below the average for the past ten years while the amount of oats harvested is 11,000,000 bushels less than the crop of a year ago.

butter or butter fat in which any substance whatever is introduced or used for the purpose or with the effect of odorizing or removing therefrom rancidity. Second, any butter or butter fat in which there is mixed any substance foreign to butter as in the act defined, with intent or effect of cheapening in cost the product. Third, any butter in the manufacture or manipulation of which any process or material is used with intent or effect of causing the abnormal absorption of water, milk or cream."

#### RIDGLEY LOCAL

The Ridgely, Md., local held a meeting at that place July 28, Paul Holzinger presided. The situation in that territory was discussed and an address on the general milk market conditions was made by E. R. Quackenbush, field man of the Inter-State Milk Producers Association. W. C. Thomas, county agent for Queen Anne county, also made an address. Considerable activity toward attaining a 100 per cent. membership is evident by the members of this local.

### Milk For Health

in Philadelphia and in a few weeks they do have "rosy cheeks and sparkling eyes."

#### Nutrition Classes

It is too early to give detailed reports of Camp Happy, where 250 weak and undernourished school children were given special care during the summer, but we can report that they gained about 2 pounds per week in weight, on a diet, largely consisting of milk. (3 pound per week is the normal growth of a school child.) We will tell you the story of some of these children next month. We want you to know what your milk has done for "Frank," "May" and "Emma," as well as many others.

#### Advertisements in Newspapers

During August a series of display advertisements were run in the city dailies, encouraging the use of milk drinks. We have had a large number of requests for recipe booklets as a result of these advertisements.

#### Country Work

Mr. Collee has conducted "Better Milk" campaigns in Bedford and Blair counties during August, holding meetings at important points and showing lantern slides and motion pictures, with addresses by

(Continued on page 8)

### A PLEA TO THE DAIRYMEN OF THE PHILADELPHIA MILK SHED

This spring I took an active part in securing members to the Inter-State Milk Producers Association, and found farmers ready, as they never were ready before, to join the "right kind of an organization." The men I appealed to asked many distrustful questions, and wound up giving their own opinions.

Now it was these questions and expressed opinions that put me to studying what was wrong with the Milk Producers Association, which was founded by men of the very highest character and best intentions. And I found that it has entirely outgrown the highest hope of its founders in extent of growth—outgrown its own laws. For its founders tell me they thought three counties would be all the growth needed for the Philadelphia Milk Shed.

In order that this mushroom growth become compact as well as extensive, I suggest a more democratic organization where every member can vote for the director whom he knows to have the qualifications in his own district. I would trust the people of Chester county to vote a proper director from their own district, but I would not trust my own vote there because I could not cast an intelligent vote on a man there, and I have attended enough conventions to know that a man entirely unfit for the position and unable to carry his home county would stand a good chance if he is a good "log roller" and convention "trader."

I speak of these things not in the spirit of organization destruction, but as a constructive program to accomplish real unity. Most milk meetings I have attended, the distributor was represented; hence this expressed dissatisfaction will reveal no news to him. With a director in each district elected and retained by the will of the producers many seeming wrongs could be explained away, but when your director would vote an unjustified 81 cent drop in price—even though they arrived at that by relinquishing all rights they should have retained—well, we fellows who milk "Old Spot" would console ourselves by the coming election.

When Bedford county receives a minimum of 60 cents per hundred lbs. net for milk—a trifle over 1 cent per quart, it is high time we begin thinking of the standard of living this is bound to establish for dairymen. Hence more democracy! Let me hear who supports this plea.

Signed

JOE DONAHUE,  
Bedford, Pa.

#### WIN FIRST ROUND

##### AGAINST BOGUS MILK

By a vote of 14 to 4 the House Committee on Agriculture has favorably reported the Voigt Bill to prohibit the introduction into inter-state commerce of skim milk and vegetable oil compounds. The bill also prohibits the manufacture of these products within the District of Columbia and the territories and insular possessions.

Prior to consideration by the committee, Representative Voigt, after consultation with leaders of the National Milk Producers' Federation and others, amended his bill. He changed it from being an amendment to the Pure Food and Drugs Act to a simple prohibitory measure. One further change was made; the bill now prohibits inter-state trade in products that have the semblance of milk.

### KNOWLEDGE OF FACTS EXPLAINS MR. DONAHUE'S COMMUNICATION

In order that our readers might be fully informed and to avoid any misconception due to the communication of Mr. Joe Donahue, printed in this issue, we wish to state that if the writer had been in close touch with the organization or comprehended its scope and working methods, the letter would not have been written. In fairness, however, the letter has been printed and the columns of the Review are open for any discussion of the matter that may be presented.

The following facts, however, stand out:

If any of the founders of the Inter-State Milk Producers Association made any statement that three counties would be sufficient to complete the organization, such statement was unauthorized and incorrect.

The association at its organization in 1916 had fifteen directors, one from each county chosen by the county representatives of producers in such counties and elected at the annual meeting. These directors were elected for varying terms of one, two and three years. No county in the Philadelphia Milk Shed ever had more than one representative on the board of directors at any one time.

As the field of the Philadelphia Milk Shed expanded and the various districts became organized, the number of representatives on the board of directors was increased by three and again in 1920 three more directors were added, the total number of directors being twenty-one.

Such additional directors were recommended by producers in the different counties, nominated and elected in open meeting of the membership in annual session assembled.

This policy and business procedure is in exact line with the charter of the association which can not be set aside or altered except in conformity with the laws of the State of Delaware, under which the charter was obtained.

To change the method of election and representation so that representatives to the board might be elected in the counties to be represented, would require a revision of our charter, constitution and by-laws, and would make it obligatory on every one of the 15,000 members, to sign a new contract or subscription.

References to the decline of 81 cents a hundred in the price of milk effective last May, in which the directors are stated as having "voted for such a reduction," shows an entire lack of knowledge as to the procedure in price conferences. The directors nor the executive committee voted for the decline in price, on the contrary they vigorously opposed it. After several conferences at that time between representatives of the producers, distributors and manufacturers, no agreement could be reached and the situation was left to the arbitrator for settlement. The arbitrator decided that in order to stabilize the market, because of increased production and decreased buying power at home and abroad, such a reduction was justified and subsequent conditions have proved that such a course was a wise one.

Referring to the price of 60 cents a hundred mentioned by Mr. Donahue, which, he says, was paid in that territory. This allegation is unfair. A producer did not get 60 cents per hundred, but it was a case where he had to ship his milk by train and then dray same to the receiving plant, this latter service costing 50 cents and his daily shipment averaged about 42 pounds. After hauling

### WALKER-GORDON FARMS AT PLAINSBORO, N. J.

There are a number of reasons why the Walker-Gordon Farms at Plainsboro, N. J., the subject of our front page illustration, are of unusual interest to the dairymen as well as the average person. It is the largest plant of its kind in the world, making a specialty of producing clean, natural, safe milk for the feeding of babies and children. It has more cows, young stock, barns and acres of corn, alfalfa, potatoes and other crops, more employees and more land than any other plant. It has been in operation for twenty-five years, being one of the first of its kind and it has produced over 29,000,000 quarts of milk, which is estimated to have fed over 150,000 babies.

It is at this plant that many of the scientific methods of production, making such milk possible, have been worked out and applied in a practical way. In fact, from the standpoint of progress made in the production of a clean raw milk for babies and children this plant has probably contributed as much or more than any other in the world.

The aeroplane view is of the Walker-Gordon plant at Plainsboro, which is the largest of several owned and operated by the Walker-Gordon Company. An impression as to the extent Walker-Gordon milk is used may be gained when we learn that thirty cities serve as distributing centers in as many different districts and from these centers of distribution the milk is shipped in ice containers to any part of the United States, supplied for transcontinental trains and for ocean voyages of several weeks duration. There is hardly a liner but what carries Walker-Gordon milk and cream for table use during its trip and this milk is always as clean, pure and wholesome when served as when it left the farm.

It is an impossible task to give a full and comprehensive description of this plant in a limited space and just a brief mention can be made of the most important points.

There are between 550 and 700 cows that are milking at one time and a total of over 1000 cows in the herd. These are kept in the best lighted, best ventilated and most modern barns that can be built at the present time. The work of caring for and handling such a large number of cows has been a matter of scientific study at this plant for many years and the system in effect at the present time is unique in that each man is assigned a special task and one task only.

Floors in the barns are scrubbed and washed twice daily and men doing this work do nothing else. The cows are groomed with brushes, washed in two different waters, dried with individual sterile towels, milked and fed twice daily, and in all this work each man does only his particular task.

The milkers wash their hands and dry them on a sterile towel after milking each cow, and in connection with this, it is interesting to note that over 2500 clean sterile towels are used every day in the milking barns. Milk from each cow is weighed, taken to the dairy and cooled (Continued on page 9)

and expressage came out of his return for milk there was of course every little left for this individual shipper.

The basic price for 4% milk at Bedford, Pa., is \$2.05 per hundred pounds, while the lowest surplus price that has been paid this year was \$1.53 per hundred.

## Brookfield Farm Dispersal Sale

### HIGH GRADE JERSEY HERD

Of the late  
Hon. Wayne MacVeagh  
Bryn Mawr, Pa.

Will be held in

Walker's Bazaar  
Norristown, Pa.

WEDNESDAY  
October 5  
At One O'clock P. M.

## 60 HEAD JERSEYS

Comprising  
Cows, Bulls,  
Heifers and  
Calves

All Pure Bred  
Foundation Stock

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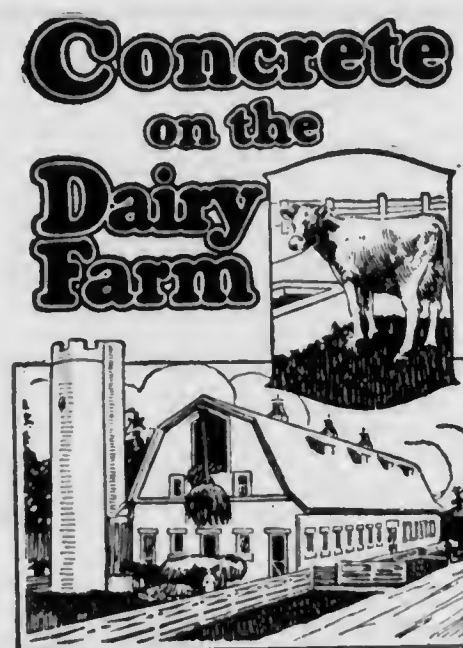
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is making good under unusual conditions, such as with heavy feeding and in the production of ultra-clean milk.

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**Nu-Way Sanitary Milkers**

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## THE REAL VALUE OF MANURE

Manure contains a large amount of plant food in the form of nitrogen, phosphorus and potash. This plant food has a definite money value based on its cost when purchased in the form of commercial fertilizer. Its value may also be determined by the increased crop yields resulting from its application to the soil.

The following table from statistics compiled by a Pennsylvania Experiment Station, shows the actual amount of manure collected in stables from various farm animals and the value of the plant food in manure.

You can figure out the value of the manure in your own stables, using this table as a basis.

	Tons in Year	Value per Ton	Value for Year
Horse	5.2	\$6.09	\$31.67
Dairy cow	8.5	4.56	38.76
Other cattle	4.0	5.47	21.88
Sheep	0.4	9.66	3.86
Hog	0.6	6.19	3.71

Results from several other experiment stations accord with these figures and substantiate the fact that mixed manure is worth at least \$5.00 per ton.

In addition to the plant food, manure furnishes soil organic matter which gives it extra value. Organic matter makes plant food already in the soil more available, supplies food for beneficial soil bacteria, prevents washing and blowing and increases the water holding capacity of the soil. In other words, organic matter means bigger crops.

ONE-HALF OF THE VALUE OF THE MANURE IS IN THE LIQUID.

The following table taken from the same source as the preceding table shows the comparative value of the solids and liquids in one ton of cow manure.

	Nitrogen	Phosphoric Acid	Potash	Total
Solid Lbs.	4	4	2.1	1558
Value	\$1.08	\$0.24	\$0.42	\$1.74
Liquid Lbs.	6	0	6.0	442
Value	\$1.62		\$1.20	\$2.82
Total value				\$4.56

This table indicates that the liquid contains 61 per cent. of the total value of cow manure. Similar experiments conducted by other stations demonstrated clearly that in mixed manure the liquids are at least equal in value to the solids. Consequently every precaution should be taken to save the liquid portion.

As usually handled, loss of fertilizing elements in barn yard manure is very heavy. Tests conducted by some experiment stations indicate that the loss may be greater than one third.

At the New Jersey Agricultural Experiment Station, five piles of manure exposed to the weather for 82 days lost 51 per cent of their nitrogen content, 51 per cent. of the phosphoric acid and 61 per cent of the potash, or more than one half of its fertilizing value.

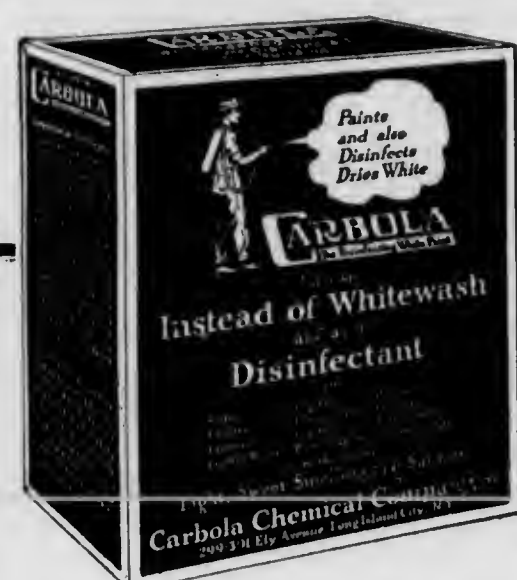
At the Cornell, New York station, horse manure exposed from April to September lost 62 per cent of its value. At the Maryland station, 80 tons of manure lost, in one year, 66 2-3 per cent. of its value.

### Cause of Losses

Loss of fertilizing elements in manure result from (1) failure to save liquid content; (2) fermentation (fire fanging); (3) leaching—washing out of the soluble plant food.

Leaky or absorbent barn floors and unpaved feed lots for barnyards allow a greater portion of the liquids to escape immediately. Pound for pound the

(Continued on page 9)



## You Need It

Carbola takes the place of both whitewash and disinfectants, costs less and gives better results with less labor. It is a white paint and powerful disinfectant in powder form. It paints and disinfects in one operation.

Just mix it with water and it's ready to use. No waiting or straining. Apply with brush or spray pump. It will not clog the sprayer. One gallon covers 200 square feet. Used and endorsed by thousands of farms, large and small. The dry powder makes an excellent louse powder.

Your hardware, paint, seed or drug dealer has Carbola, or can get it. If not, order direct. Satisfaction or your money back.

10 lbs. (10 gals.) \$1.25 & postage  
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200 lbs. (200 gals.) \$18.00 delivered

Trial package and booklet 30c.

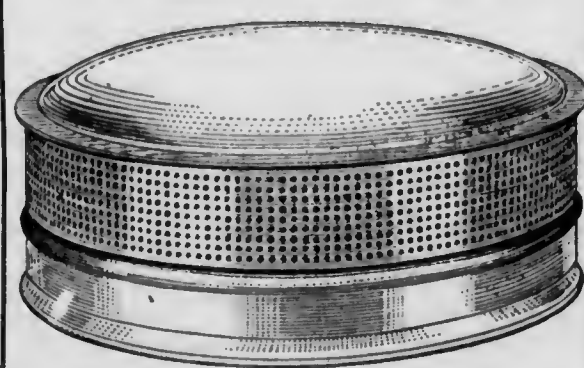
Add 25% for Texas and Rocky Mt. States.  
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You owe it to yourself for your own protection and it is a moral obligation of yours to the milk consuming public. One of the best helps to this end is our

## Ideal Ventilated Covers



The IDEAL Cover has been adopted as standard by the largest producers and its use is being suggested generally by the large milk buyers.

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MANUFACTURERS

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## Milk For Health

## MILO D. CAMPBELL, FOR FEDERAL TRADE COMMISSION

(Continued from page 1)

tional Farmers Union; Chicago National Board of Farm Organizations; T. C. Atkeson, The National Grange; Chas. W. Holman, acting secretary National Milk Producers' Federation; Chas. A. Lyman, secretary National Board of Farm Organizations; F. P. Willits, president Inter-State Milk Producers Association; W. J. Spillman, associate editor The Farm Journal; Robert Balderston, secretary Inter-State Milk Producers Association; E. E. Reynolds, representing the Ohio Farmer; Knox Boudé, Legislature Representative American Poultry Association. The following have authorized by letter or telegram adding their signature to letter endorsing Mr. Campbell for the vacancy on the Federal Trade Commission:

J. R. Howard, for executive committee of the American Farm Bureau Federation, Chicago, Ill.; Harry Hartke, for the Queen City Milk Producers Association, Covington, Ky.; H. W. Ingersoll, president Ohio Co-operative Milk Company, Elyria, O.; R. D. Cooper and John D. Miller, for the Dairymen's League, Utica, N. Y.; Grant Slocum, president National Gleaner Federation, Detroit, Mich.; J. H. Kimbel, Legislative Agent Farmers' National Congress, Port Deposit, Md.; J. Wood Yager, president Kentucky and Indiana Dairy Products Company, LaGrange, Ky.; George Brown, secretary National Milk Producers Federation, Sycamore, Ill.; Richard Pattee, managing director New England Milk Producers Association, Boston, Mass.; G. R. Rice, secretary and treasurer and general manager, Milwaukee Milk Producers Association, Milwaukee, Wis.; E. C. Rockwell, secretary Milk Producers Association of Chicago, Chicago, Ill.; D. G. Harry, president Maryland State Dairymen's Association, Baltimore, Md.; A. H. Jenkins, editor-in-chief Farm Journal, Philadelphia, Pa.; D. A. Wallace, editor Farmer and Farmer's Wife, St. Paul, Minn.

In addition letters are attached to the President from Hon. A. J. Volstead, of Minnesota.

Accompanying the delegation were Senator Capper, of Kansas, Gooding, of Idaho, and Mr. Adams, secretary of Senator Standfield, of Oregon and Representative Sidney Anderson, of Minnesota, McLaughlin and Smith, of Michigan.

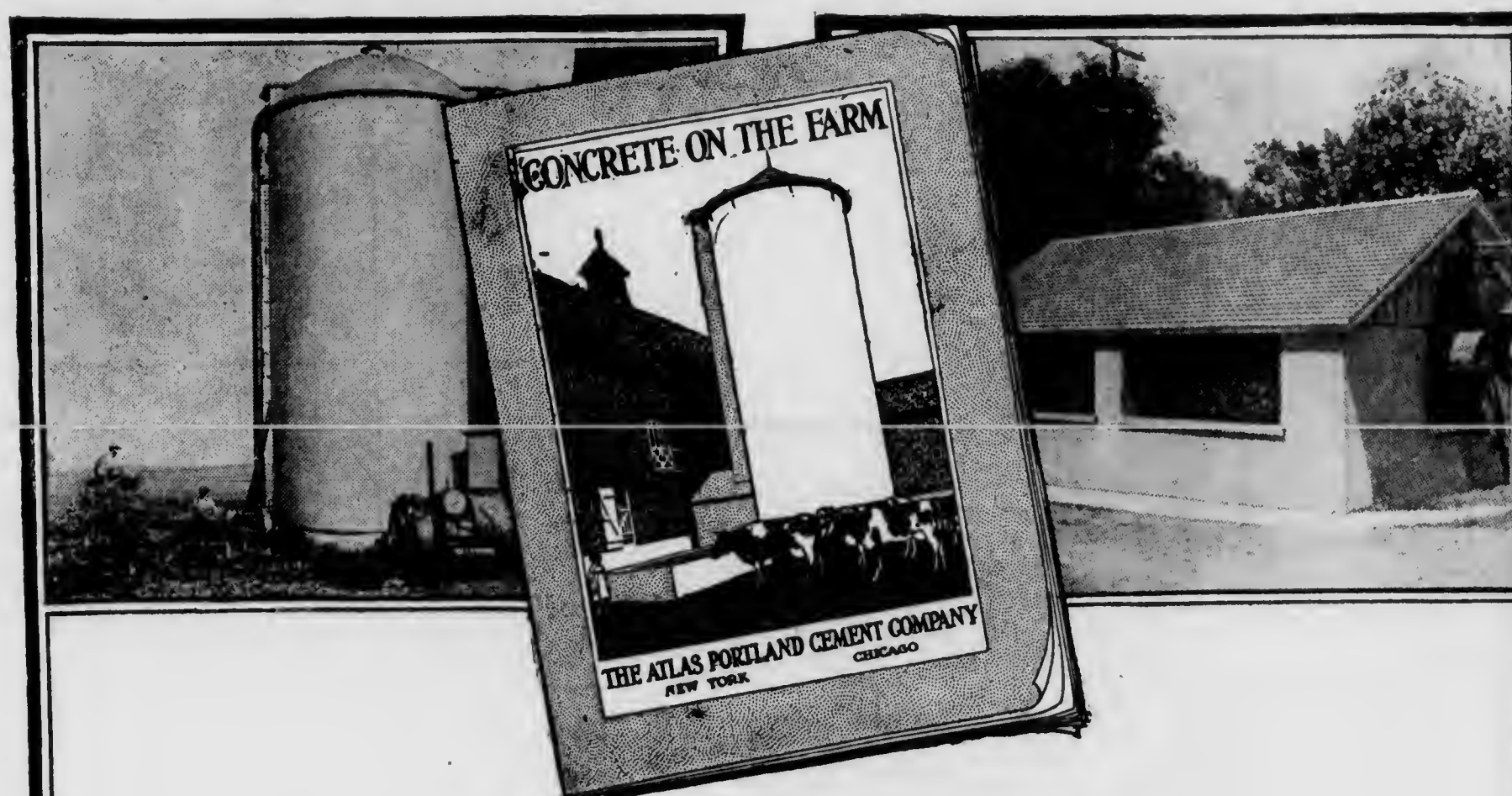
Additional endorsements of Mr. Campbell have been sent to the White House by Senator Kenyon, of Iowa, and Representative Andrew J. Volstead, of Minnesota.

## GOOD BUSINESS PRACTICE FOR CO-OPERATIVE ASSOCIATIONS

Lack of proper financial systems has been the cause of failures in many co-operative associations, say specialists of the Bureau of Markets, United States Department of Agriculture, who feel that now is an opportune time for emphasizing the need of good business practice among farmers.

The Bureau of Markets has much information on systems of accounts and business practice for co-operative associations, and either directly or through extension workers it is prepared to give assistance in installing good accounting systems for co-operative grain companies, cotton warehouses, country creameries, fruit shipping associations, egg circles, co-operative cheese manufacturing and marketing associations, and co-operative grain elevators.

Short courses of study in market ac-



## Concrete for Preservation

ATLAS Cement is the ideal farm building material—not alone for preservation of the buildings against fire, weather and decay but also preservation of their contents. Use the coupon below and get our book, "Concrete on the Farm".

### Right Now

A little forethought will enable you to feed your cattle silage in later months. You can make sure of it now by building a concrete silo in which green feed can be kept and fed to cattle throughout the non-producing months.

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Save money on artificial fertilizers by building a concrete manure pit from which the richest manure value—the liquid—cannot escape. Easily constructed by your farm help with a few bags of ATLAS, broken stone or pebbles, and sand, most of which may be found right on your own property.



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Please send me a copy of "Concrete On The Farm" and "Concrete On The Farm in Cold Weather" without cost or obligation.

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Consulting and Analytical Chemists

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FLY SPRAY TO KEEP FLIES OFF DAIRY CATTLE

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counting have been prepared and are used in a number of colleges throughout the country, and are also given at field points where marketing associations are numerous. Systems of accounts are fur-

nished upon request, and advice and assistance relative to their installation is given through correspondence and by means of bulletins especially prepared for this purpose.

## BACK TO PRE-WAR PRICE Monarch Dairy Sterilizer

\$2.00 per Gallon Express Prepaid

A powerful Germicide and Disinfectant—Phenol coefficient 10 plus—Absolutely non-poisonous.

Bring the upkeep of your Milker Down

Send order today for the RIGHT Dairy Sterilizer at the RIGHT Price

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BLOOMFIELD, N. J.

## Reading Bone Fertilizer

Quality Service Satisfaction

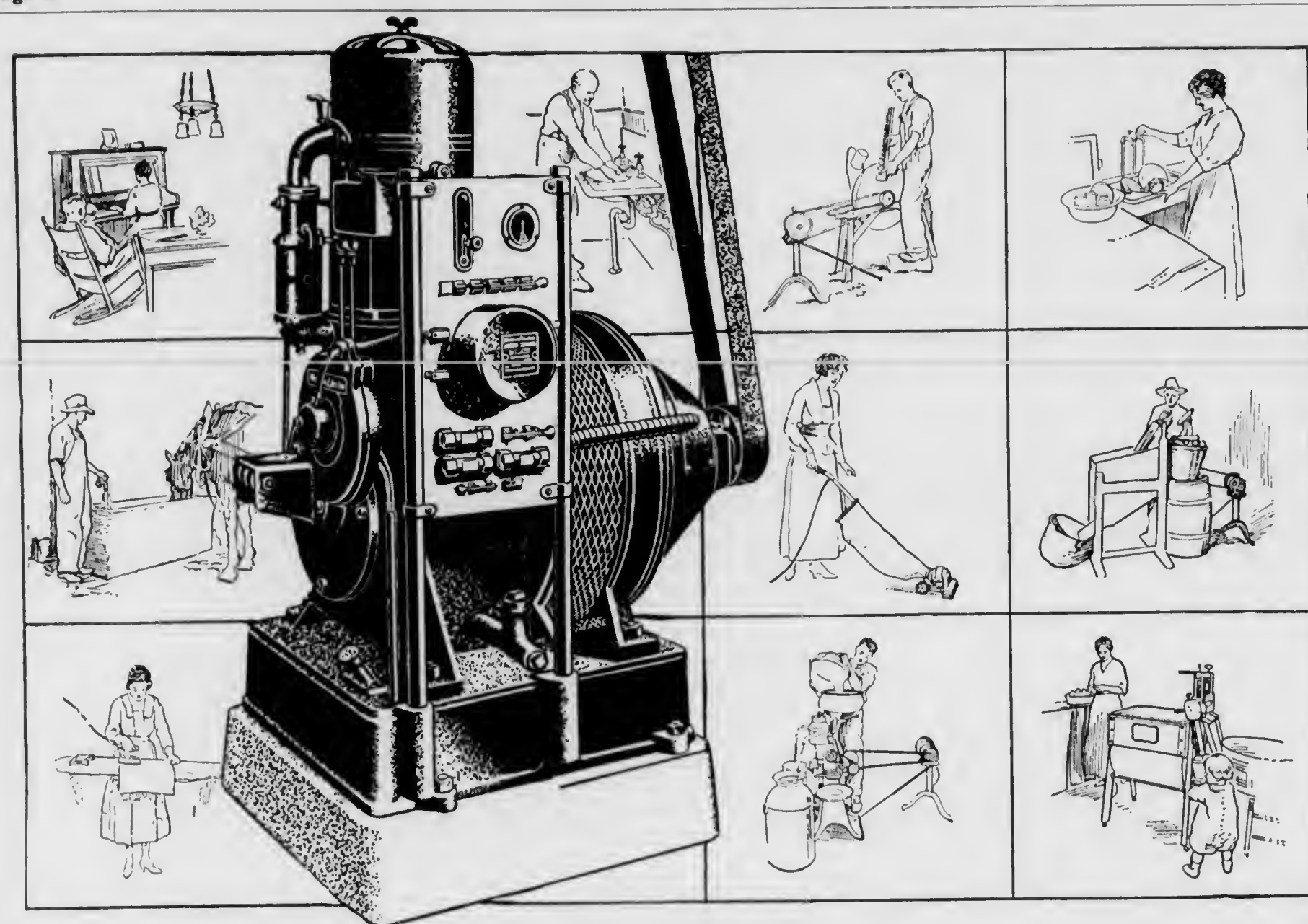
Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer. Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.





## 12 months to pay —and at reduced prices

NO need to wait any longer. Equip your farm with electricity right away. A small payment down starts the dependable Western Electric Power and Light Outfit working and saving for you.

For some idea of what Western Electric Power and Light can do, study the pictures in the squares above. This powerful outfit is certainly a helper you can count on night and day to handle some of your heaviest barnwork, and housework too.

And remember that when you buy Western Electric Power and Light you are investing in a time saver and labor saver that in many cases pays for itself in a year.

Dealers: Some good territory still open for livestock representatives

## Western Electric Power & Light

Makes the battery last longer

Mail this coupon for booklet PR-1 to Western Electric Co., 110 William Street, New York, N. Y.

Name.....  
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### BLUE ROCK FARM SECURES HIGH GRADE BULL

Another good sire of aristocratic breeding has been added to Chester county's famous line of sires. Frank A. Keen, Blue Rock Farm, West Chester, has secured a 1200 lb. bull from John A. Bell, Corapolis, Pa.

This is a son of Polly Douglas Fayne that sold for \$4700 in the Brentwood

sale. He is King Valdessa Pontiac Tritomia, a yearling sired by King Valdessa Pontiac. His dam has 32.47 lbs. butter from 682 lbs. milk in 7 days as a junior four-year-old, and is now finishing her year with approximately 1200 lbs of butter and 24,000 lbs. of milk. He is a grandson of Mabel Segis Korn-dyke and his dam is from a sister to the dam of Aurora Forbes De Kol 3d, with

over 1100 lbs in a year. He is a striking individual from one of the greatest young heifers of her age, and the combination back of him is ideal to place at the head of some growing herd.

The sire is that richly bred young sire, King Valdessa Pontiac, whose offerings show wonderful quality. He is by the noted young sire, King Valdessa, who is from the first 40 lb. cow, Valdessa

### DAIRY COUNCIL NOTES

(Continued from page 2)

Mr. Colver, Miss Bliss, of State College and a representative of the dairy department of that institution. He has also had charge of our exhibit at Chester County Fair mentioned below.

#### Fairs

Our tent at Chester County Fair was the headquarters for all Association members attending. Our exhibit including photographs, lantern slides, mechanically shown, and the "Mechanical Cow," were a source of great interest. Then, too, there was an original "Kewpie" doll arrangement that the ladies exclaimed over. It illustrates a simple little story about milk. The first week in September exhibits at Delaware State Fair, at Wilmington, and Philadelphia Fair at Byberry were made.

#### Pageant

The Health Pageant was put on in the oval at the West Chester Fair; over 350 persons took part. The pageant was put on in six episodes, representing "A Picnic Scene," "To the Barn," "From the American Homes," and a final "Picnic Scene."

This spectacular advertising feature in the value of milk in the diet, as a vital and necessary food was received with great interest and was successful from every point of view.

#### Personal Mention

Dr. Lyons is having a long vacation, being given leave of absence to attend National W. C. T. U. conference in San Francisco as a delegate.

Miss Louise Fitzgerald has been transferred to Minneapolis and St. Paul, and Miss Angeline Keenan comes in her place as representative of the National Dairy Council. She starts work in Johnstown and Harrisburg, Pa.

### CONDUCT MILK CAMPAIGNS IN MANY COMMUNITIES

Selling the milk habit to folks is the way some people refer to the educational milk campaigns which are being held under the supervision of dairy specialists of the United States Department of Agriculture. These campaigns are co-operative enterprises, the department specialists joining with the State Extension forces and local officials and leaders in showing the value of milk as a health food. Thus far 17 states have co-operated in conducting campaigns in 40 cities and more than 100 rural communities.

Before a milk-consumption campaign is held in a community a preliminary survey is conducted to make sure that the milk supply is clean and wholesome, that there is a sufficient amount to take care of any increased consumption resulting from the campaign, and that the local authorities are willing to co-operate in the movement.

Scott 2d, by the \$15,000 son of the first 44 lb. cow, K. P. Pontiac Lass, who held world's butter records in every division from 1 to 100 days inclusive.

The sire's dam is the first 40 lb. 4-year-old Mabel Segis Korn-dyke, who also held the world's 30 day butter record at the same time. She is from a daughter of the noted 'century' sire, Lord Netherland De Kol by the great King Segis De Kol Korn-dyke, a full brother to the famous King Segis Pontiac.

The Holstein breeds of Chester county met at Mr. Keen's home the evening that the bull arrived and inspected him and congratulated Mr. Keen on bringing some more good blood into Chester county.

### THE NATIONAL DAIRY SHOW

As has been previously stated this great dairy classic, The National Dairy Show, will be held at the Minneapolis State Fair Grounds, Minneapolis-St. Paul, Minnesota, October 8th to 15th, 1921.

While it is probably a long trip for most eastern dairymen, there is no question but that the visit to the show this year will more than repay for the time and expense.

Many hundreds of dairy animals, comprising all the breeds, will be in the show. These will represent the leaders in their class.

The advancement of the dairy world in method and equipment will be demonstrated in the exhibits. Working exhibits of creamery, condensary, cheese and ice cream making, and milk plant equipment will be shown. Demonstrations of separators, milking machines, barn equipment and every other device entering into the dairying practice will be shown.

In fact the visitor will be able to see every phase of the modern dairying industry from production to distribution of the various dairy products at this great show.

In addition to the show features, seventeen big conventions allied to the dairy industry will be held in St. Paul and Minneapolis during the period of the show. These include the National Dairy Association, National Dairy Council, National Creamery Butter Makers Assn., International Milk Dealers Assn., National Assn. of Ice Cream Mfgs., National Conference of Co-operative Creamerymen.

American Jersey Cattle Club, American Guernsey Cattle Club, Holstein Friesian Assn. of America, Ayrshire Breeders Association, Allied States Creamery Association, Wisconsin State Cheese Association, Wisconsin Dairy Protective Association, Brown Swiss Cattle Breeders Assn., Minnesota Creamery Butter Mfgs. Assn.

Many other local associations and the trade organizations will embrace the opportunity to hold important meetings during the show.

In fact there will be something doing every minute and the live, aggressive dairyman should embrace the opportunity offered to get informed as to the last word in dairying as will be presented at this year's National Dairy Show.

### The Real Value of Manure

(Continued from page 6)

liquid content is worth more than the solids and the greatest single item of loss in the manure is from the loss of the liquid content.

In the process of decay, plant food in manure is changed into gaseous or soluble matter. Fermentation or rotting goes on most rapidly in loosely piled manure. Nitrogen escapes in the form of ammonia and the plant foods, phosphorus and potash are made soluble. The soluble plant foods are then lost or leached out by the rain. The greater the rainfall the greater the loss.

These losses can easily be prevented. Concrete floors and gutters in the stable, paved barnyards and a concrete manure pit make a combination that will prevent loss by leaching and control fermentation.

Concerted work of the character necessary is within the province of every dairy farmer and details of construction may be had from any agricultural experiment station.

## 1922 De Laval Price Reductions Effective September 1, 1921

To stimulate the production of milk and butter-fat, which promises to be exceptionally profitable during the fall and winter months, The De Laval Company will give all buyers of its milkers and separators the benefit of 1922 reduced prices from September 1, 1921.

Allowing for increased capacity and other improvements made meanwhile, De Laval cream separator prices are reduced practically to the pre-war level, notwithstanding labor and material costs are still 50% higher.

The De Laval separator is better than ever. It skims closer, turns easier, and lasts longer. In pounds of butter-fat it costs less than ever before. Enough butter-fat is being wasted yearly by inefficient skimming devices to pay for the entire output of the De Laval factory. You may be paying for a De Laval separator but not getting it, by continuing to use a "cream robber."

The De Laval milker is as superior to other milkers as the De Laval separator to other separators. It soon pays for itself by increasing production and saving time.

With the continued relatively high prices for dairy products, abundant and cheap supplies of feed, the market value of crops may be doubled by feeding them to good dairy cows.

The surest way to a continuing cash income and certain profits is through the dairy cow and the use of De Laval milkers and separators.

The nearest De Laval agent will be glad to give complete details. See him or write us. Easy terms.

**The De Laval Separator Company**  
NEW YORK 165 Broadway CHICAGO 29 E. Madison St. SAN FRANCISCO 61 Beale Street

### WALKER-GORDON FARMS AT PLAINSBORO, N. J.

(Continued from page 3)

to 38 degrees F. within a few minutes from the time it is drawn from the cow and is bottled immediately, packed in iced containers and shipped to the consumer. Everything the milk comes in contact with from the time it is drawn from the cow until it is delivered to the consumer is sterilized under live steam pressure.

The greatest attention is paid to the health of the cows and of the employees handling the milk or engaged in its production. A resident veterinarian devotes his entire time to the health of the cows and employees are examined by a physician who spends several hours at the plant daily.

There are 2300 acres of land in the farm, consisting of over 1000 acres of pasture and woodland, 350 of corn silage, 175 husking corn, 350 alfalfa hay, 125 mixed hay, 110 potatoes and 125 of grains. The corn silage is raised on farm land near the plant with the exception of a small amount on each of the outlying farms where one or two silos are filled to feed young stock kept there during the winter. The alfalfa and mixed hay is all fed to cows and horses on the farm and considerable of the grain fed to cows is furnished from field corn that has been raised on the place.

### AUGUST MILK MARKET

(Continued from page 1)

fluctuated a few cents, touching 39½ cents, the low for the month, but making a recovery to 40½ cents at the close.

The high range of butter prices, the average for the month being 42.7 cents, makes a price of \$2.05 for August surplus milk, as compared to \$2.28 per hundred pounds for 4% basic milk, at receiving stations in the 50 mile zone.

#### The Outlook For September

General conditions in the milk market in this territory are not the most promising. Some decline in production may be looked for, particularly if the hot, dry weather with which the month opened, continues for any length of time. Some increase in consumption is to be expected with the return to the cities of the summer vacationists. Whether this will absorb the heavy August surplus yet remains to be seen. One of the uncertain factors in the situation is the lower prices paid for milk in other and even distant territories and the danger of destructive competition from such points. As we have previously noted, Canadian cream is and has been coming into this market in competition with home produced cream.

Prices remain unchanged from the August basis until further advised. September surplus will be figured on the straight basic and surplus basis, no differentials applying in September.

### Which Way— Is Your Farm Going?

Is it moving toward greater fertility, greater production, greater earning power or is it moving toward lower production, decreased fertility and smaller income?

### Many a Farm

That has been going back because of acid soil has been brought to fertility and profit by the regular application of

### Michigan Pulverized Limestone

Calcite Brand Michigan Limestone is 99% pure. Taken from the largest limestone quarry in the world, dried and ground in the largest limestone mill in the country. Quantity production enables us to market cheaply.

#### BUILD UP YOUR SOIL WITH LIMESTONE

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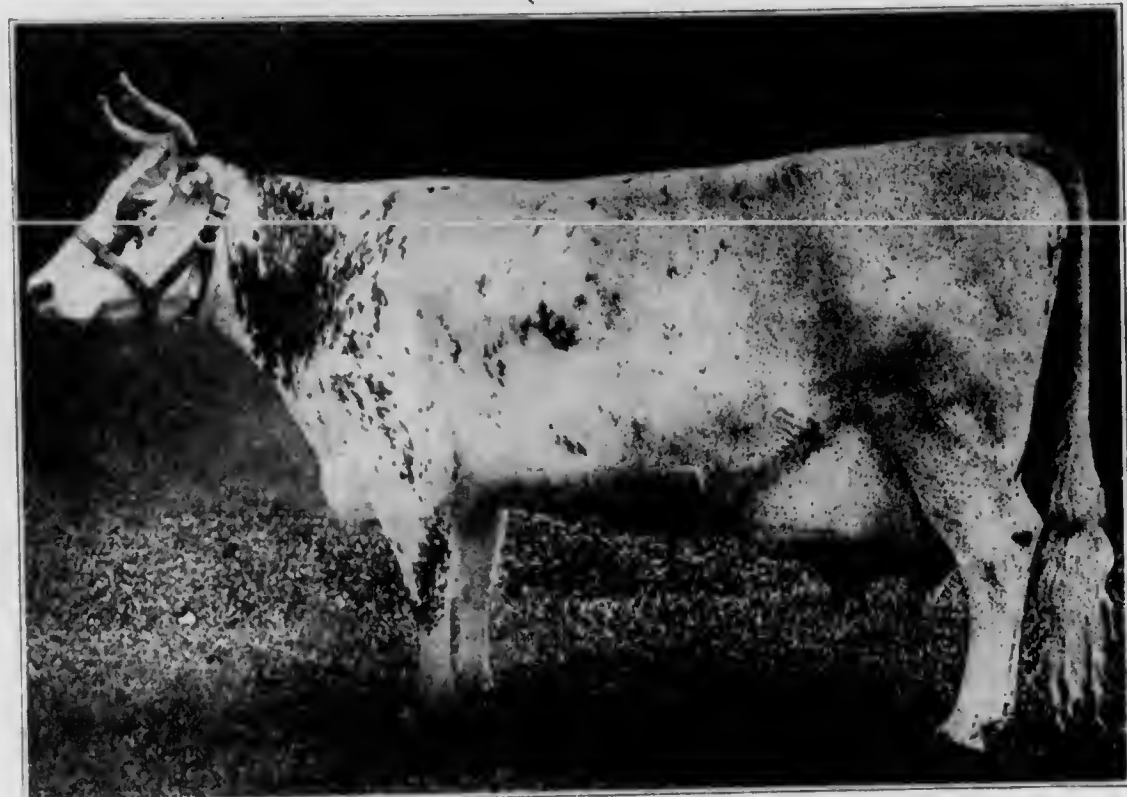
1501 Arch St. Norristown, Pa.

### Milk For Health



## Penshurst Ayrshires

### Economical Producers



BLOOMER'S QUEEN, 39119

A. R. Jr.-2 12426 lbs. milk; 3-yr.-old 13459 lbs. milk; 4-yr.-old 21820 lbs. milk, 856 lbs. fat

100 A. R. Records made at Penshurst averaged 13454 lbs. milk

The herd is FULLY ACCREDITED TUBERCULOSIS FREE for 3rd consecutive year.

Many cows weigh over 1400 lbs. and are noted for quality and beauty.

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In these times of low milk prices, the most economical production should be the aim of the milk producer.

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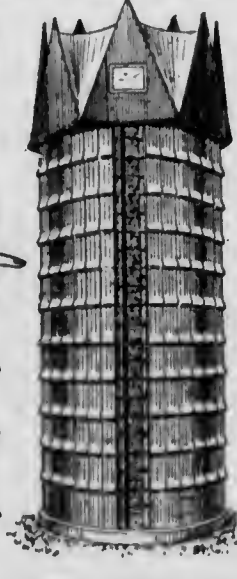


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### NATIONAL DAIRY SHOW

The National Milk Producers' Federation will keep open house at the National Dairy Show in St. Paul, October 8-15. Arrangements have been made for headquarters on the grounds. In this headquarters will be an exhibit showing the progress of organization in marketing. This exhibit will also show some of the products being manufactured by member associations.

### SOME FAIR STATISTICS

Seventy-one associations last year reported a total attendance of 1,876,985, or an average of 26,436; while for the season of 1919, sixty-eight associations reported an attendance of 1,550,541, or an average attendance of 22,802.

Last year Allentown reported a total attendance of 185,000; "Yc Old York Fair," 167,887, and Reading, 159,247—these are the three largest.

## COW TESTING ASSOCIATIONS

### SOUTHERN YORK COUNTY ASSOCIATION

During the month 22 herds including 290 cattle were on test in the Southern York County Cow Testing Association. Of this number ten produced over 40 lbs. of fat, and twelve over 1000 lbs. of milk, while three produced over 50 lbs. of fat, and four over 1200 lbs. of milk. One unprofitable cow was sold during the month. The ten highest cows in butter fat are as follows:

Owner	Name of Cow	Breed	Age	Milk	Fat	Butterfat
H. G. Ball	30377	Guer.	6	1082	6.2	67.1
Dale Kilgore	Rose	G. Hol.	6	1730	3.3	57.1
Stewart Bros.	No. 15	G. Hol.	5	1386	3.8	52.7
Stewart Bros.	No. 7	G. Hol.	3	1318	3.6	47.4
Jno. Bay	Flora	G. Guer.	5	707	6.6	46.7
J. M. Galbreath	Irene	G. Guer.	8	856	5.3	45.4
Jno. Bay	B. & W. Burkins	Mixed	5	1020	4.4	44.9
H. G. Hall	244957	G. Guer.	7	1085	3.9	40.9
R. J. Mate	Daisy	G. Guer.	7	1018	6.3	40.3
Jno. Bay	Allison	G. Guer.	10	639	4.5	48.37
Average of 10 highest cows.....				1087	4.15	48.37

### WESTFIELD COW TESTING ASSOCIATION

#### C. M. Jordan, Tester

The July records of the Westfield Cow Testing association show the following ten cows as being the high producers for the month.

Owner	Name of Cow	Breed	Age	Milk	Fat	Butterfat
Alford Bros.	Mollie	Hol.	3	1860	65.1	
McMillen & Son	Maplecroft	Hol.	7	1636	63.8	
Alford Bros.	Colantha	R. Hol.	3	1788	54.8	
Alford Bros.	Pauline	Hol.	12	1854	56.6	
N. E. Sanson	Duchess	Jersey	10	827	50.4	
Alford Bros.	Daisy	Hol.	4	1405	49.2	
Alford Bros.	Zephy	Jersey	8	1209	46.2	
Alford Bros.	Lady Thompson	Jersey	8	1461	43.8	
Alford Bros.	Coxey	Hol.	3	1495	43.2	
J. H. Johnson	Segis	Hol.	3	1495	43.2	

### YORK VALLEY COW TESTING ASSOCIATION

During the month 26 herds including 241 cows were on test in the York Valley Cow Testing Association. Of this number 24 produced over forty pounds of fat and forty-three over 1000 pounds of milk, while seven produced over fifty pounds of fat, and nineteen over 1200 pounds of milk. The highest herd average was that of H. E. Robertson, whose herd of twenty-five registered Holsteins averaged 1044 pounds of milk and 85.6 pounds of butterfat for the month. The highest single record was that of Moontykes, who produced 1916 lbs of milk and 103.5 pounds of butterfat while the next highest in milk production was that of Funderine, who produced 1807 pounds of milk and 50.6 pounds of butterfat. This cow freshened in February as a junior two year old and has already produced over 10,000 pounds of milk.

Two men began feeding a balanced ration and one replaced a scrub with a pure-bred sire, leaving only two members who do not feed a balanced ration and only four who do not use a pure-bred.

The ten highest cows in production of butterfat were as follows:

Owner	Name of Cow	Breed	Age	Milk	Fat	Butterfat
H. E. Robertson	Moontykes	R. H.	7	1916	5.4	103.5
G. P. Livingston	Netherland	R. H.	8	1550	4.4	68.2
H. E. Robertson	141	R. H.	4	1618	3.5	56.6
H. E. Robertson	26	R. H.	3	1445	3.9	56.4
Chas. Shaffer	Trix	G. G.	5	890	5.9	53.0
C. Allen May	Jeanette	G. G.	6	1057	5.0	52.9
H. E. Robertson	Funderine	R. H.	2	1807	2.8	50.6
H. E. Robertson	Silvertip	R. H.	2	1547	3.1	48.0
G. P. Livingston	Boss	G. H.	5	1231	3.9	48.0
A. C. Kohr	16	G. H.	6	908	4.9	44.5
Average of 10 highest cows.....				1400	4.1	58.1

### CUMBERLAND COUNTY ASSOCIATION

A. A. Raudabaugh, Tester

The July report of the Cumberland County Cow Testing Association shows that 26 herds, comprising 265 cows were tested. Fifty cows were dry. Two cream separators were tested. The number of cows shown to have produced over 40 pounds butterfat was seventeen, four produced over 50 pounds fat. Number of cows producing over 1000 pounds of milk, 42; over 1200 pounds, 22. The ten highest producing cows in butterfat for the month.

Owner	Name of Cow	Breed	Age	Milk	Fat	Butterfat
J. W. Miller	May Bel	R. H.	6	2266	2.6	58.9
I. V. Otto	Peggy	R. H.	4	1426	3.7	52.8
J. W. Miller	Shamhough	R. H.	4	1742	3.0	52.3
C. W. Landis	Mary	G. H.	8	1318	3.8	50.1
I. V. Otto	Virginia	R. H.	5	1466	3.4	49.8
G. L. Strock	Marie	R. H.	5	1184	4.2	49.7
H. B. McCormick	Floss	G. G.	5	1039	4.7	48.8
H. B. McCormick	Sallie	G. G.	5	1085	4.3	16.7
I. V. Otto	Margaret	R. H.	2	1363	3.4	46.3
C. W. Landis	Beatty	G. H.	5	1178	3.8	44.8
Average of 10 highest cows.....				1407	3.55	50.0

### WEST CHESTER COW TESTING ASSOCIATION

Allen Goodman, Tester

Number of herds tested during August, 19; cows in milk, 454; cows dry, 76; cows on official test, 21; number pure bred bulls purchased, 1; number replacing grades, 1; number cows producing over 40 lbs. fat, 53; over 50 lbs. fat, 12; number cows producing over 1000 lbs. milk, 44; over 1200 lbs. milk, 36. Ten highest producing cows in butterfat for month as follows:

Owner	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Benjamin Sharpless	Guernsey	1300	6.4	83.2
Benjamin Sharpless	Guernsey	1550	5.0	77.5
Westtown School	Ayrshire	1776	4.0	71.0
James M. Jamieson	Holstein	1966	3.5	68.9
M. L. Jones	Holstein	1779	3.5	62.2
Westtown School	G. Durham	1423	4.3	61.2
Westtown School	Ayrshire	1485	3.8	56.4
Westtown School	Jersey	939	5.5	51.6
Greystone Jersey Farm	Jersey	1283	4.0	51.3
Westtown School	Ayrshire	1271	4.0	50.8
Rowland Evans & Son	Guernsey			

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MILK CANS  
Built for Service  
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Best Quality  
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Heavy Iron  
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Well Tinned



### PRICES

	40 qt.	20 qt.
Less Dozen	\$5.75	\$4.50
12-24	5.50	4.25
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### CLEAN MILK CANS



### PRICE

1 Gal., \$3.00  
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5 Gal. Carboy, \$12.50  
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Clean milk cannot be delivered in unclean, unsterilized cans. Purifying milk cans the B-K way is simple, convenient and cheap. The test show how effective it is. Every one who is interested in a higher price for a better milk should purify his cans the B-K way. It removes one of the milk producers' great troubles.

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State whether you want straight side or clincher, plain or non-skid. Send \$2 deposit for each tire ordered; if deposit on tubes, balance C. O. D. subject to examination; 5 per cent discount if full amount is sent with order.

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Wednesday, October 19, at 10 o'clock

Cattle Show, Judging, Awarding of Prizes, Day Previous to Sale

80 HEAD

Splendid individuals. Everyone personally selected by the sales managers from reliable breeders only. Individuality first. Tuberculin tested with 60 day rest privilege. Mostly young cows from accredited herds or those under Federal supervision. Over half will be fresh within month of sale.

### 15 SHOW DAUGHTERS OF RADIIUM

(the brother of Mary Echo Sylvia, from the same dam) most of which are in calf to an 1100 lb. son of Ormsby Kornadyke Lad. Young cows bred to King of the Ormsbys or the 30 lb. herd sires of the following consignors:

C. W. Bray, Brentwood, Harvey Burkholder, Elvin Herr, M. L. Jones, Liseter Farms, Rancocas and Winterthur

Others bred to long distance record bulls of other well known consignors.

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See Oct. Issue of Review

West Chester, Pa.

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Young Stock of either Sex Always for Sale Herd Under Federal Inspection Free from Disease

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"THE COUNTY THAT COUNTS"

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60 Registered  
Guernseys

The cows that give the high priced  
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#### HERD SIRES

Laverna's Ultra May King  
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His four full sisters records  
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M. T. PHILLIPS  
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## Guernseys

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#### HERD SIRES

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Son of Langwater Heroine, A. R.  
record, 16221.1 lbs. milk, 805.64  
lbs. fat in Class D.

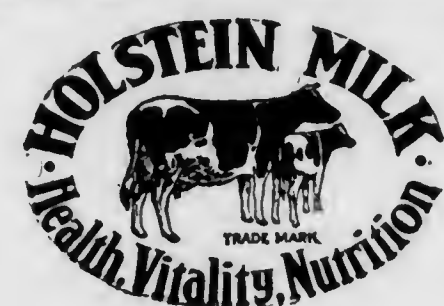
LANGWATER ROYAL  
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Son of Langwater Royal, the sire  
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Use a Guernsey bull on your  
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ACCREDITED HERD



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GRAND CHAMPION BULL

Some Blue Ribbon Winners, and  
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SIRE will be sold at the

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Oct. 19, 1921

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Several cows and bulls for sale  
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Can supply your wants in  
bulls of serviceable age or bred  
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ords, Uncle Sam's Health Guar-  
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Our Consignment at the Great  
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West Chester, Oct. 19, 1921

A Granddaughter of DeKol 2nd

A show cow, bred to a 30-lb. son  
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A Granddaughter of King Segis

Bred to a grandson of King Segis.  
Has a 10,000 lb. Cow Testing  
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Heads the Herd at

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The Greystone herd is one of  
the greatest Jersey herds in  
America and, in the line-breeding  
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Tie up with the Greystone herd  
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A. R. O. Cows

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Financial Satin Noble

\$100 and Up

80 to Pick From

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Tell us your wants and we can  
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Aged cows, bred to Glenury, an  
A. R. son of Finlayston.

Aged cows, bred to Rena's Baron  
of Highland, an outstanding son  
of Baron's Best of Bargenoch.

Heifers, bred to these two great  
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Young heifers.

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All the above stock carries some  
of the best producing blood of the  
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Herd free from tuberculosis

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## Ayrshires

### Ayrshires

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4-yr.-old, 21820 lbs. milk, 1005  
lbs. butter.

We sold 12 heifers in 1920 which  
averaged 12178 lbs. milk with first  
calf.

The Champion Jr., 3 yrs. old,  
who produced 16448 lbs. milk, 650  
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We offer 10 cows, 20 heifers and  
bulls which will increase the pro-  
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# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., OCTOBER, 1921

NUMBER 6

## SEPTEMBER MILK CONDITIONS

### OCTOBER PRICES UNCHANGED

September has been a comparatively  
favorable month for milk production.  
Pastures have, in most cases, been par-  
ticularly good for the season. Early  
in the month it was dry in some sections  
but on the average there was enough rain

in the Philadelphia market, both actual  
and apparent which has had the gen-  
eral tendency of holding prices at the  
present level.

Consumption of fluid milk has been  
gradually increasing, but it has not, as

## LOWER PRODUCTION COSTS

### NECESSARY TO MEET MILK PRICES

Producers of market milk must get  
out of the old beaten track in produc-  
tion methods, if dairying is to prove a  
profitable business at the prices now  
being paid producers for milk.

Production costs from the various

part based on surveys in the different  
territories and were largely made early  
in the spring when costs of grain, forage  
and labor were higher. They probably  
do not represent costs in which exten-  
sive pasturage figured. Present costs are



Auchenbrain White Beauty 2nd, 21687, and Three of Her Daughters  
Penshurst Ayrshire Farms, Narberth, Pa.

full to maintain pasturage. Tempera-  
tures have, on the whole, been favorable.

Many producers in the Philadelphia  
Milk Shed have been preparing for the  
basic quantity months of the year, which  
has contributed considerably to the flow  
of milk from some sections of the terri-  
tory.

These conditions have contributed to  
a continued heavy milk production in  
our own territory.

In addition to this, offerings of milk  
and cream from outside markets, where  
prices have been lower than those in this  
territory or from which surplus milk or  
cream has been offered at prices well be-  
low what was paid the producer in those  
territories, has had a very detrimental  
effect on the market situation on the  
whole.

Under the circumstances there has  
been a continued large supply of milk

yet, reached the full quantity of basic  
milk bought by distributors during Sep-  
tember. The larger dealers taking con-  
stant supplies from receiving stations all  
over the territory have had more milk  
than they could dispose of, except on a  
manufacturing basis for some time and  
it has been extremely difficult to get them  
to take on additional dairies. On the  
other hand some of the small dealers,  
who, when they have too much milk,  
either lay the producer off entirely or  
ask that the milk be kept on the farm  
one or more days a week, have been  
taking on more milk to cover their cus-  
tomary fall and winter requirements.

With the coming of cooler weather,  
ice cream and soda fountain sales natu-  
rally decrease, which removes a market  
for considerable milk.

Conditions on most of the large re-

(Continued on page 10)

large dairying districts show a relatively  
wide range. From the very nature of  
the industry, production costs are not  
always comparable as a basis of calcu-  
lations, as local conditions are frequently  
at wide variance. At the same time the  
data which has been compiled gives at  
least some idea on which to work and  
to base approximate costs.

Figures recently compiled in connec-  
tion with the Dairy Tariff Committee  
Report to Congress on the tariff on Dairy  
Products, shows the following relative  
costs of milk production:

Costs based on 100 lbs., 3.5 fat content.  
New England .....\$2.85  
New York ..... 2.56  
Philadelphia Shed ..... 3.10  
Baltimore Shed ..... 3.12  
Ohio ..... 2.86  
Chicago ..... 2.53

These various costs were, for the most

probably on a somewhat lower basis,  
although no definite figures are avail-  
able.

#### Dirt Farmer More Progressive

The dairy farmer, as a rule, conducts  
his dairy as one of the different branches  
of his farm practice. Usually wheat,  
corn and oats are the principal grain  
crops. In some cases hay and in others  
market crops are grown.

These various crops are grown in ro-  
tation, as a rule, in order to rest or  
improve the soil and from time to time  
plan is followed in tillage and operation.  
This is done in order that satisfactory  
crop yields may be obtained. Manure  
and fertilizers are regularly applied to  
improve the soil and from time to time  
the soil is treated with lime to reduce  
the acidity.

(Continued on page 8)



## NEW JERSEY MILK MARKETING CONFERENCE

A conference jointly arranged by the Bureau of Foods and Drugs, Department of Health and Bureau of Markets of the New Jersey Department of Agriculture, was held recently to consider the various phases of milk marketing as they affect the consumer as well as the producer of milk.

A. L. Clark, of the Bureau of Markets presided and in opening the conference explained that he believed in getting the various organizations interested in any subject affecting marketing of any farm product together for considering these problems. This particular conference held jointly with the Department of Health of the State, because the problems involved also concern that Department, was called to consider the various phases of marketing milk and particularly the subject of standard grades for market milk.

Dr. J. H. McNeil, Chief of the Bureau of Animal Industry, of the New Jersey Department of Agriculture, then discussed fully "Bovine Tuberculosis and Its Relation to Our Milk Supplies." He cited a number of investigations to prove his statements. He explained what the New Jersey Bureau of Animal Industry is doing to eradicate tuberculosis from dairy herds through the accredited herd system. In order to produce a safe milk supply we must eliminate tuberculosis from our dairy herds. "This can only be accomplished by the agencies represented at this conference working in active co-operation." This was followed by the showing of a United States Department of Agriculture two reel film on tuberculosis, which was very instructive.

"The Basis for Standard Milk Grades" was then discussed by Paul B. Bennetch, Specialist in Dairy Products Marketing, New Jersey Department of Agriculture. He quoted from a report of a conference between the Departments of Health and Agriculture held over a year ago. A state-wide uniform grading system for milk would serve the interests of consumer, producer and distributor, because:

In the majority of the smaller municipalities of the state the bulk of the milk supply is not pasteurized and is produced by cows which have not been tuberculin tested. Much raw milk from untested cows is also sold in many of our larger municipalities. Bovine tuberculosis exists among dairy cattle of the state and may be transmitted to children using such a supply. The present system of grading in the various municipalities is confusing. Many are complex and misleading. Many are not enforced. Per capita consumption is too low, due at least in part to unclean, unsafe milk supplies, to meaningless grades. Uniform, standard grades would do much to increase milk consumption. Standardization of grades would be a large factor in reducing costs of distribution just as it is a factor in reduction of distribution costs of other food products. Three grades were recommended as follows:

Certified milk

Raw milk produced by tuberculin tested cows

Pasteurized milk

"The Present Status of Milk Grades in New Jersey Cities" was fully discussed by Mr. W. S. Scofield, Chief of the Bureau of Foods and Drugs, New Jersey Department of Health.

In many of the larger municipalities in the northern section of the state ordinances, include barn score and bacteria standard requirements for the production and sale of milk. Many of these do not agree among themselves as to what constitutes good, safe milk. Such grades as "A" and "B" pasteurized are included in a number of these. Where enforced "B" milk is improved to be point where it is of the same quality as the higher grades.

The bacteria count is a poor basis for a legal standard for milk because laboratory technique, methods of sampling, etc., are not an exact science, resulting in variable bacteria counts for the same milk. Such standards are useful only as educational factors.

The barn score is not an indication of the quality of the milk supply as has been repeatedly proven, therefore should not be used as a legal basis for enforcement of milk quality. Its value is also merely educational. In the southern part of the state no definite grading systems have been adopted, leaving the matter of grading largely to competing dealers. This results in confusion and often fraud.

### Discussion on Standard Grades

Mr. Tyler and Mr. Brill approved the system for milk grades proposed. Mr. Brill stated that something of the kind has long been needed. Mr. Palmer outlined what has been done in the Oranges where bacterial standards have been made the basis with barn scores for a grading system. In answer to questions he stated that it was physically impossible to score all dairies supplying milk to the Oranges located in New Jersey, New York and Pennsylvania, and that bacteria counts and barn scores had been an educational means in improving the supply of the Oranges. At present there is no essential difference between "A" and "B" pasteurized.

Mr. Chandler stated that a grading system similar to that suggested has been adopted, but that temporarily, they were allowing the sale of two grades of pasteurized milk. This is only an experiment.

Mr. Hardin stated that it is the very thing we have needed for years. Mr. Waddington also approved it. After due consideration the conference recommended for adoption the system of grading milk proposed by the State Department of Health and Agriculture.

### Increasing Milk Consumption

Work with school children. Mr. Bennetch outlined briefly the important work being done in connection with the malnutrition work in the Montclair and Trenton schools and quoted from a letter by Dr. LeRoy Wilkes, Medical Director of the Trenton schools, in which he stated that subnormal children especially should have plenty of milk. In school, children should have an opportunity to buy and drink a pint of milk at the recess period to counteract the desire for candy (eighty-five per cent of Trenton school children have defective teeth.)

The Philadelphia Inter-State Dairy Council furnished free, large quantities of milk to children in feeding classes in the Philadelphia schools, and has also presented "The Milk Fairy Play" in Trenton, Camden and other schools in their territory. This organization, sup-

(Continued on page 7)

## BUTTER AND MILK PRODUCTION PRODUCTION INCREASE TREMENDOUS

There are, no doubt, many of our readers who have no idea of the tremendous growth in the production of butter and milk substitutes in this country during the past ten years or its effect both directly and indirectly on the dairy industry of the United States.

It is the custom of many of us to read some statement either in pounds or dollars representing the production of oleo products or of filled milk, but it fails to impress us until in some way or other it interferes with our own particular line of business.

We frequently may purchase butter substitutes, probably only a pound or two at a time, or a can or so of milk substitute. We do not consider that some one else is doing the same thing. Vast sums of money are spent annually by the manufacturers of these substitutes to induce their purchase by the consuming public. Every convenience is offered the prospective buyer to induce the purchase of their product.

Little consideration, if any, is given by the general consumer of the health value of these substitutes. Their lack of the vitamins, necessary, scientists tell us, for the proper and healthy growth of the human body, more particularly in the case of infants and children.

But laying all that aside—do you realize how these products are affecting the dairy industry, your market for your milk and how their influence is growing every day?

In 1909 the total production of butter substitutes in the United States was 110,000,000 pounds, or about 6½ per cent. of the total butter output.

In 1920 butter substitutes totalled 370,730,000 pounds, or 25 per cent. of the total output of butter.

During the same ten year period the decrease in the production of butter was 179,242,000 pounds. In other words, the natural growth in the consumption of butter from the increase in population was entirely absorbed by the increased use of butter substitutes, and the dairy industry was just that much behind.

The following figures show the increases in the production of butter substitutes by years:

Year	Butter— farm and factory	Butter substi- tutes	Total pro- duction of total pro- duction	Per cent substi- tutes
1909	1,621,700	110,000	1,731,700	6
1914	1,706,000	143,900	1,849,900	7
1916	1,635,000	202,444	1,837,444	10
1917	1,568,890	290,902	1,859,792	15
1918	1,530,700	355,536	1,886,236	18
1919	1,558,900	371,317	1,930,217	19
1920	1,442,458	370,730	1,813,188	20

(In 1000 of pounds, i. e., 000 omitted.)

### Milk Substitutes

The production of milk substitutes, which are a comparatively new product, has been even more extensive. Statistics prior to 1916 are meagre, but authentic compilations since that time puts the production in the United States during the past five years as follows:

	Imitation	Evaporated	Milk	Total
1916	12,000	14,134,712	14,146,712	
1917	18,000	17,489,064	17,507,064	
1918	41,033,855	7,591,182	48,625,037	
1919	62,262,221	2,748,120	65,010,341	
1920	84,044,000	2,517,000	86,561,000	

In five years the production of these products has increased from fourteen to eighty-five million pounds, showing a much higher relative increase than in the case of butter substitutes. In 1920 nearly 8,000,000 pounds coconut fat were used in the manufacture of filled milk, taking the place of just that much butterfat. In a few years the increase of canned filled milk has increased nearly 5000 per cent., and the manufacturers claim that the industry is only in its infancy. During the past year it is estimated that this filled milk has replaced the market for the milk of 40,000 dairy cows.

Under the circumstances we have a condition before us that we cannot dodge. At the rate shown, butter and milk consumption will largely decline, when it should increase in proportion to the natural increase in the population of the country.

It is to be hoped that the farmers will wake up and see that by the use of these substitutes they are destroying their own market for dairy products, not considering the lack in their value as a food, as they do not contain the vitamins without which eminent authorities declare, it is impossible to sustain proper growth and health, particularly in infants and children.

Think this situation over seriously. If you are supporting this trade it is a penny wise, pound foolish proposition. Stick to the straight dairy product and help your own market.

### Legislation

What is being done to remove this menace of the dairy industry from the market?

Oleomargarine and similar butter substitutes are taxed by national law—does it stop production? No, production and consumption continue.

In the matter of filled milk or milk substitutes, legislation prohibiting their manufacture has been enacted in a number of states.

A bill is now before the United States House of Representatives. The Voight Bill, H. R. 8086, which would prohibit the movement of filled milk products in inter-state commerce and to prohibit its manufacture in the District of Columbia, the territories and insular possessions.

With the passage of this bill the various states could and no doubt would readily take care of themselves.

A bill, known as the Fordney Bill, has also been introduced in the United States House of Representatives. This bill briefly is a taxation measure. If the tax on oleomargarine could not prevent the tremendous growth in the production of butter substitutes, what chance has a taxation measure to hold down the production of milk substitutes?

It is to be hoped that the American people discover for themselves that there is no substitute for butter and no substitute for whole milk.

It pays to be vigilant. Watch your cows, watch your methods and watch your help. If you want your dairy herd to yield profits look after it as you would care for your crops, so as to produce the maximum yield.

## Milk For Health

## INTER-STATE DAIRY COUNCIL ACTIVE IN ALL BRANCHES

The work of the Inter-State Dairy Council has started in this fall with a rush. Additions have been made to the field forces in order to take advantage of the opportunities offered in several directions. For the information of those cooperating we are giving herewith a general account of the various activities.

### Better Milk Campaign

Mr. Collee, Field Representative, has been cooperating with the Mt. Pleasant Local and the Supplee, Wills, Jones Company to remove various causes leading to milk rejections. In addition to tests and surveys in that district, meetings with the producers have been held. A large meeting was recently held at

### The Fairy Play

The department having charge of the Fairy Play, has been reorganized and greatly enlarged. Miss Del Rose Macan of Philadelphia, will have direct charge of the work during the coming season. Miss Macan will have the assistance of a staff of trained workers and is planning to train three or more casts a week. The performances of the Fairy Play, will be given in connection with Health Meetings, as a part of a definite program.

### The Johnstown Campaign

The Council has been quite active in a Milk Campaign in Johnstown, Pa. under the immediate direction of Miss

## WOOL MARKETING PLAN TALBOT COUNTY, MARYLAND

BY E. P. WALLS

During 1920 and 1921, when the price of wool was so much lower than it had been in previous years; when farmers were wondering whether or not to sell at the market price or whether to hold their wool for a higher price, G. H. Bedell, Animal Husbandry specialist of the Agricultural Extension Service of the University of Maryland, had a very happy and timely thought. Knowing that blankets of good quality were always in demand, he made arrangements with a mill in North Carolina to accept shipments of wool which would be assembled by the county agents in the various counties, or by committees of the

ing the entire cost of manufacture of this shipment. The blankets are then sent by express, collect; this expressage being paid out of the remainder of the 75 cents deposited. Those who have sent off their wool are then notified that their blankets are ready for distribution upon which notice they come in and get the number of blankets and the designs as given on the original memorandum at the time their wool was shipped.

In addition to blankets, this mill also makes automobile robes which require eight pounds of grease wool, \$4.00 for manufacture and 75 cents for carrying charges. The standard price at which

Mothers it's up to you  
if you want strong  
healthy children  
**GIVE THEM  
MILK**  
-a vital food for health

Interstate Dairy Council Bill Board Poster Now Being Displayed in Co-operation with the National Dairy Council in Philadelphia

Chesapeake City, Md., where several motion pictures films, and lantern slides were shown.

### State and County Fairs

The Council, cooperating with the Inter-State Milk Producers have made exhibits at the various Fairs. At the Wilmington Fair the exhibit was a great success. Over 800 children were weighed and furnished cards showing their weight, together with their normal weight, for their height and age. By this means it was possible to ascertain whether or not the children were undernourished. The "Mechanical Cow," lantern slides and photographs showing actual results in nutrition work added to the attractiveness of the exhibit.

A most satisfying feature of the Wilmington Fair was a Milk Fairies Pageant, given by the children of the Wilmington Play Grounds in charge of Miss Vrooman and others and under the direction of the Dairy Council workers. Two hundred children took part. The Pageant was given on the stage before the grand stand, and was observed by at least 10,000 people.

An exhibit was also made at the Byberry Fair, in Philadelphia, and at the Inter-State Fair at Trenton, N. J. Co-operation was also extended in an exhibit at the Reading Fair.

Keenan, October 3-10, will be Milk Week in that City. A number of Milk Fairy Plays will be given also to mothers, business men and club women. Because of depressed industrial conditions in Johnstown nutritional work promises to be a marked activity in that city.

### Work in Philadelphia

Activities during September in Philadelphia will be largely in the Kensington District. Nutritional classes, plays and talks will be put on. In this work we are having the best cooperation of the schools and health authorities. Work is starting in the Negro Schools and plans are being made for an educational exhibit at the Autumn Fair conducted by the Negro interests in October.

### Bill Board Posters

The Third of a series of Posters is now on the Philadelphia Boards, and will appear later in Trenton and Wilmington. This poster, "Mother, it's up to you" carries a wonderful appeal to the public in general. It is reproduced herewith.

### Motion Pictures

The "Turn in the Road" is the newest of the Dairy Council motion picture films, which recently had its first showing at Kennett Square, Pa., and Chesapeake City, Md. Motion picture activ-

(Continued on page 13)

county farmers' organizations, made into blankets at a reasonable price and returned to the farmer so that he might keep what he needed for his own use and sell his surplus blankets to his neighbors. The plan finally worked out was that shipments would be made of county pools; a certain day being set and advertised upon which the farmers might bring their wool to the county seat at some place designated, where it would be received, weighed and a memorandum made of the patterns of blankets that the farmers wished to have made up. Ten pounds of good, clean, grease wool, free from burrs are required to make a double blanket 72 x 84 inches. The cost of manufacture of this is \$5.00 and the carrying charges per blanket to and from the mill, 75 cents. The farmer is required to deposit with the local committee at the time he brings his wool in, this \$5.75 per blanket. For instance, if he has a hundred pounds of wool, he would be required to make a deposit of \$57.50. After the wool has been received in any shipment, the freight is prepaid to the mill and the remainder of the money deposited in a local bank where it is held until such time as the mill notifies the county agent or local committee that the blankets are made up and ready to be returned. The cashier of the bank then forwards to the mill a draft cover-

the blankets sell is \$11.25; thus netting the farmer for each blanket sold a price of 55 cents per pound for the wool it contains. The selling price of robes is \$8.75, giving a net price of 50 cents per pound for the wool they contain.

The first shipment from Talbot county was made in December, 1920. After the plan had been explained at numerous farmers' meetings and in the local newspapers, there was some skepticism on the part of farmers as to whether they would be able to dispose of the blankets when they were made. However, in this shipment, 1914 pounds of wool were sent away to be made into 157 blankets and 43 robes. It might be stated here that blankets are made in the following design: Plain white with either blue or pink borders, gray with either blue or pink borders, and blue, tan, pink and gray plaids. The automobile robes are made in two colors of blue and two colors of tan. The blankets were returned on Tuesday of a certain week and by Saturday night of that week every blanket in the shipment had been sold or engaged.

On account of the experience with the first shipment, a second shipment of 1584 pounds was then made to be made into 147 blankets and 15 robes. These were returned in June of this year, and, while

(Continued on page 13)



## INTER STATE MILK PRODUCERS REVIEW

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### Editorial

This appears to be the day of big co-operatives. It's a complex program as far as the farmer is concerned and time will be required before judgment is passed upon the effectiveness of these big organizations.

That all the ills of marketing and production, as far as the farmer is concerned, are to be immediately revolutionized and cured by organization and co-operative movement, is a mistake that must not be overlooked.

The belief that organization is the cure all for every ill of the farmer and dairyman is a factor too often and too prominently featured by some organizers.

Under such circumstances, farmers are too likely to ask, "Now that I have joined, where are the results?" and what is the answer? Dissatisfaction and ultimate failure of the spirit of co-operation.

Organization is the first step in the co-operative movement. Without proper and efficient organization, little success is possible. Co-operation is the second and vital step in the movement.

To obtain the full measure of results, co-operation is absolutely necessary. That does not mean that results obtained through the efforts of a few but it requires full and hearty co-operation of all.

The third step in the movement is results—and they are always measurable in terms of co-operation and organization. Every cog in the wheel of organization and co-operation must move smoothly to produce the highest measure of success.

How are these results obtained? The disposition of the ordinary co-operator or joiner, as he is sometimes called, is to expect results in dollars and cents, and to expect them quickly, and if they are not immediately produced the organization "is no good."

Very many factors enter into the problems of marketing organizations great and small.

The fixing of prices, with a view of obtaining all that the traffic will bear, is not only illegal, but generally impractical in the long run. The law of supply and demand is and must be the governing

factor. Production greatly in excess of demand tends toward lower prices, unless consumption is proportionately increased.

As a producer the farmer must educate the consumer in the value of his product. Advertising on the part of one or more distributors, simply sells more of their product at the expense of some other distributor, who is not advertising. Advertising to educate the consumer in the value of milk in the diet and to promote consumption on the whole, properly belongs to the producer and is best accomplished by co-operative work on the part of both producer and distributor.

Daylight saving, that misnomer and monstrosity came to a close for this year on September 25th, when the clocks of the city were turned back one hour and Old Father Time again came into his own.

For the time being and when it does the farmer the least good, standard time is again to be universally observed.

Why relate the inconveniences, delays, confusion, losses, etc., that the farmer has had to put up with on the new fangled time basis. We know all about it.

It is interesting to note, however, that many of the daylight saving shouters, last spring have had a dose of their own medicine. The proof of the pudding is in the eating and after the summer's experience, many of the city and suburban people who were so anxious for the new time basis are now shouting the other way.

We must at least give them credit for their frankness in acknowledging their error.

### PENNSYLVANIA STATE FAIR

The enactment of a bill and its subsequent approval of the Governor, looking toward the establishment of a State Fair, while far from being what was asked for or desired, is a move, at least, in the right direction.

Recently the Governor appointed the commission, provided for in the bill, to make a study of the project. This commission is composed of the following: P. M. Sharples, West Chester, Pa.; H. F. Bovard, Greensburg, Pa.; C. F. Fendrick, Mercersburg, Pa., all of whom were appointed for terms of four years; J. C. Bell, Jr., Coropolis, Pa., and John A. McSparrin, Furness, Pa., for three years, Auditor General, Samuel Lewis, York, Pa., and Representative C. G. Jordan, Volant, Pa., who will serve for two years.

This commission will investigate the whole situation and present its report, its findings and recommendations to the next Legislature for further legislative action.

### CHANGE OF ADDRESSES

If you don't get your copy of the Milk Producers Review each month, there must be a reason.

We endeavor to keep our mailing list up-to-date, but unless we are advised of subscribers changing their post office address promptly, considerable delay ensues, and occasionally subscribers move and are hard to locate.

You should have the Review every month. It keeps you posted on what is going on in the milk market. If you have changed your post office address, notify us so that our mailing list can be corrected.

Don't put it off—DO IT NOW.

## Milk For Health

## NATIONAL DAIRY SHOW

### Reduced Railroad Rates

There is still time for the dairymen in the Philadelphia Milk Shed to attend the annual National Dairy Show being held on the Minnesota Fair Grounds, St. Paul, Minnesota, October 8th to 15th.

If you want to see the best in everything pertaining to the dairy industry, don't fail to visit this great show.

### Railroads Make Reduced Rates

No matter in which section of the country you may live, prospective visitors are able to obtain reduced and excursion rates on all transportation lines. This rate consists of one fare and one-half on the regular certificate plan, and has been granted to all allied conventions held in St. Paul and Minneapolis during the period of the show.

The breeder and dairyman can gather a vast amount of information concerning the betterment of his condition at this show. He may attend meetings of his breeders organization, his co-operative organization or participate in the affairs of one of the national dairy organizations in which he may be interested.

Special events have been provided for each day of the show.

Get busy, there is still time to make the trip if you act promptly.



### DRINK MILK BUTTONS

In connection with the publicity campaign of the Inter-State Dairy Council, and more particularly with the work in the public schools and nutritional classes, the design shown above, in button form, is being distributed to the children. They have made a decided hit.

### QUARTERS ARE SECURED FOR COMING SIXTH ANNUAL FARM PRODUCTS SHOW

Officials of the Pennsylvania State Farm Products Show this week announced that contracts had been closed for the buildings in which the show will be held the week of January 29rd, 1922.

The same quarters that were used for the show this year have been secured again. The Emerson-Brantingham building, at Tenth and Market Sts., Harrisburg, and the Harrisburg-Overland building, Fourteenth and Howard Sts., will again house the show.

The coming show, which will be the sixth annual event held under the direction of the Pennsylvania Department of Agriculture, Pennsylvania State College, and the various agricultural organizations of the state, has grown to be a big event in the agriculture of the state. Last year more than 35,000 men, women and children interested in agriculture, and representing every section of the state, attended the show and plans are being made to care of even larger crowds during the coming winter.

### ATTENTION!

Read about the changes in the monthly percentage basis in the Philadelphia Selling Plan for 1922. See page 10, this issue. If there is anything connected with it you do not understand, communicate with the director in your territory or Philadelphia office.

## INTER-STATE ANNUAL MEETING

### Have You Arranged to Attend?

Plans for the fifth annual meeting of the membership of the Inter-State Milk Producers Association, which will be held in the roof garden of the Adelphia Hotel, 13th and Chestnut Sts., Philadelphia, on Monday and Tuesday, December 6th and 7th, are progressing rapidly.

Nine directors are to be elected at this meeting. Six will be elected for terms which will have expired. Three, as directed at the last annual meeting are to be elected, one for one, one for two and one for three years. These latter represent the three additional directors provided for at the last annual meeting.

It is the duty of every member to participate, which can be done either in person or by proxy, at these annual elections as the directors conduct the affairs of the organization between the annual or special meetings of the whole membership.

We wish to again call to the attention of the local organizations, that under a resolution passed at the last annual meeting, railroad fares of one delegate from each local having a minimum of twenty-five members shipping milk, and having held meetings during the year, will be paid by the Inter-State Milk Producers Association on presentation of credentials properly signed by the president and secretary of the local so represented.

Every local having the prescribed 25 members should therefore send one accredited delegate to present the views of the local in the various business affairs of the association, to hold, present and vote proxies of the various members of their local, if they so desire and to present to the local on the delegate's return a definite report of the proceedings.

If your local has not already done so, select the delegate and advise the association who will represent you.

Plans for a general discussion of milk conditions and for increasing the effectiveness of the organization on the whole are being arranged. Prominent speakers of national and local importance will make addresses.

### The Annual Banquet

The annual banquet will be held in the Adelphia Hotel, on Monday evening. Complete details of which will be announced in the November issue of the Review. You can be assured that a good time, plenty of eats, music and other features will be provided for all who attend.

Hotel arrangements will be printed in detail in the next issue of the Review.

### Entertainment for the Ladies

With the large attendance of the ladies at the meetings and the sessions of the annual meeting last year, it was deemed advisable that some definite plan be worked out for entertaining the ladies attending this year.

A committee has been appointed consisting of the following: Mrs. Frank M. Twining, Pineville, Pa.; Mrs. Robert F. Brinton, West Chester, Pa.; Mrs. Newton S. Gottschall, Norristown, Pa.; Mrs. A. B. Waddington, Woodstown, N. J.; Mrs. R. W. Balderston, Kennett Square, Pa. This committee will have some definite plan ready for announcement in the near future.

Therefore make your plans to attend this annual meeting, the association is your association—come to the meeting and take part in its business and help in making plans for the future.

## LATEST MARKET PRICES

The Basic and Surplus Plan of Purchasing milk in the Philadelphia territory again became effective with January. Under this plan the average quantity of milk shipped during October, November and December, 1920, is taken as the "basic quantity" and is paid for at the basic price named. All milk in excess of the basic quantity will be paid for on the basis of 92 score solid packed creamery butter New York City, plus 20 per cent.

Producers changing from one buyer to another after January 1st, are considered as having forfeited their basic standard and when taken on by other buyers are rated at a 50 per cent. basic and 50 per cent. surplus basis.

SEPTEMBER  
F. O. B. Philadelphia  
From these prices one cent per 46 cents (or one cent per 100 pounds is to be deducted by the buyer, which together with one cent per 46 quarts, contributed by the buyer, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Per Cent.	Basic Price	Surplus Price	Quantity
Test	100 lbs.	per quart	Quantity
3.1	\$2.47	5.35	4.7
3.2	2.51	5.45	4.8
3.3	2.55	5.55	4.9
3.4	2.59	5.65	5.0
3.5	2.63	5.75	5.1
3.6	2.67	5.85	5.2
3.7	2.71	5.95	5.3
3.8	2.75	6.05	5.4
3.9	2.79	6.15	5.5
4.0	2.83	6.25	5.6
4.1	2.87	6.35	5.7
4.2	2.91	6.45	5.8
4.3	2.95	6.55	5.9
4.4	2.99	6.65	6.0
4.5	3.03	6.75	6.1
4.6	3.07	6.85	6.2
4.7	3.11	6.95	6.3
4.8	3.15	7.05	6.4
4.9	3.19	7.15	6.5
5.0	3.23	7.25	6.6

When the milk is not tested the price f. o. b. Philadelphia is 6 1/4 cents per quart

### SEPTEMBER RECEIVING STATION PRICES

From this date quotations will include a deduction of one cent per 100 pounds which deduction, together with one cent per 100 amount, contributed by the buyer, is to be turned over by each buyer to the treasurer of the Inter-State Dairy Council for the purpose of conducting a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Basic		Surplus	
Miles	Quantity price per 100 lbs.	Test	Price per 100 lb surplus milk at 4
1	\$1.96	3.1	\$1.64
11	1.94	3.1	1.72
21	1.92	3.2	1.78
31	1.91	3.3	1.76
41	1.89	3.4	1.80
51	1.87	3.5	1.84
61	1.86	3.6	1.88
71	1.85	3.7	1.92
81	1.83	3.8	1.96
91	1.82	3.9	2.00
101	1.81	4.0	2.04
111	1.80	4.1	2.08
121	1.79	4.2	2.12
131	1.77	4.3	2.16
141	1.76	4.4	2.20
151	1.75	4.5	2.24
161	1.74	4.6	2.28
171	1.73	4.7	2.32
181	1.72	4.8	2.36
191	1.71	4.9	2.40
201	1.70	5.0	2.44
211	1.69		
221	1.68		
231	1.67		

Freight rates deducted on a basis of 46 quarts 118 per cent. of 40 quarts plus 3 per cent. war tax. Four-tenths of a cent added or deducted for each tenth of one per cent. butterfat above or below 3 per cent.

### OCTOBER BASIC PRICES

F. O. B. Philadelphia

Prices subject to change whenever warranted by market conditions

Test	Basic Price	Surplus Price
Per cent.	100 lbs.	per quart
3.1	\$2.47	5.35
3.2	2.51	5.45
3.3	2.55	5.55
3.4	2.59	5.65
3.5	2.63	5.75
3.6	2.67	5.85
3.7	2.71	5.95
3.8	2.75	6.05
3.9	2.79	6.15
4.0	2.83	6.25
4.1	2.87	6.35
4.2	2.91	6.45
4.3	2.95	6.55
4.4	2.99	6.65
4.5	3.03	6.75
4.6	3.07	6.85
4.7	3.11	6.95
4.8	3.15	7.05
4.9	3.19	7.15
5.0	3.23	7.25

When the milk is not tested the price f. o. b. Philadelphia is 6 1/4 cents per quart

### RECEIVING STATION BASIC PRICES FOR OCTOBER

Freight and Receiving Station Charges Deducted

Miles	plus 4% war tax	3%
1 to 10 incl.	.27	\$1.96
11 to 20 "	.285	1.94
21 to 30 "	.308	1.92
31 to 40 "	.32	1.91
41 to 50 "	.34	1.89
51 to 60 "	.355	1.87
61 to 70 "	.369	1.86
71 to 80 "	.38	1.85
81 to 90 "	.396	1.83
91 to 100 "	.408	1.82
101 to 110 "	.418	1.81
111 to 120 "	.43	1.80
121 to 130 "	.44	1.79
131 to 140 "	.456	1.77
141 to 150 "	.468	1.76
151 to 160 "	.48	1.75
161 to 170 "	.488	1.74
171 to 180 "	.50	1.73
181 to 190 "	.508	1.72
191 to 200 "	.52	1.71
201 to 210 "	.534	1.69
211 to 220 "	.545	1.68
221 to 230 "	.55	1.67
231 to 240 "	.558	1.66
241 to 250 "	.565	1.65
251 to 260 "	.579	1.64
261 to 270 "	.579	1.63
271 to 280 "	.59	1.62
281 to 290 "	.60	1.61
291 to 300 "	.61	1.60

### MONTHLY SURPLUS PRICES

4 per cent. milk at all receiving points

1920	First half	Average
January	\$3.16	\$3.12
February	3.20	3.18
March	3.14	3.19
April	3.38	3.43
May	2.96	3.00
June	2.71	2.76
July	2.61	2.64
August	2.78	2.81
September	2.61	2.53
October	2.17	2.24
November	2.42	2.33
December	2.35	2.23
1921		
January	1.68	1.56
February	1.49	1.58
March	1.84	1.89
April	2.11	2.05
May	2.01	2.04

These prices are based on 120 per cent. of the average monthly or semi-monthly price of solid packed 92 score creamery butter.

### MONTHLY PRICES OF GRADE B OR MARKET MILK

F. O. B. Philadelphia and at receiving stations in the 50 mile zone at 3 per cent. butterfat. Four-tenths of a cent being added or deducted for each one-tenth per cent. fat above or below 3 per cent.

Subject to Board of Health Regulations	Receiving station 50 mile zone per cwt
1920	
January	8.1
February	8.1
March	8.1
April	8.1
May	8.1
June	8.1
July	9.1
August	9.1
September	9.1
October	9.1
November	9.1
December	7.1
1921	
January	7.1
February	7.1
March	7.1
April	7.1
May	7.1
June	5.35
July	5.35
August	5.35
September	5.35

### SEPTEMBER BUTTER PRICES

92 score solid packed creamery butter

cents per pound	Chicago
1	40 1/2
2	40 1/2
3	40 1/2
4	41
5	42
6	42
7	41 1/2
8	42
9	42
10	42
11	42 1/2
12	43 1/2
13	43 1/2
14	44 1/2
15	44 1/2
16	44 1/2
17	44 1/2
18	44 1/2
19	44 1/2
20	44 1/2
21	44 1/2
22	44 1/2
23	44 1/2
24	44 1/2
25	44 1/2
26	44 1/2
27	44 1/2
28	44 1/2
29	44 1/2



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## "THE PRICE OF MILK"

By CLYDE L. KING, Ph.D.  
Formerly

Chairman, Governors Tri State Milk Commission (Pennsylvania, Maryland, Delaware), Federal Milk Commissioner for the Eastern States, Milk Price Arbitrator for the State of Pennsylvania.

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TABLE OF CONTENTS:

- Introductory—Chapter 1. The Public Interest in the Price of Milk. Part 1. The Price to the Producer—Chapter 2. The Forces That Fix the Price of Milk. 3. Manufactured Milk Products and the Price of Milk. 4. The Price Interdependence of Local, Primary and International Markets. 5. The Cost of Production. 6. Shall Dairymen Organize for Collective Bargaining. 7. Policies of Dairymen's Organizations in Their Relation to Price. Part 2. The Cost of Milk Production. 8. The Cost of Milk Distribution. 9. Sanitary Requirements in Their Relation to Price. 10. How Shall Milk be Distributed? 11. Can Milk Distribution Costs be Lowered? 12. The Public Interest in Milk Distribution. Part 3. Fair Price Policies. 13. The Food Value of Wholesome Milk. 14. Co-operation and Price. 15. Fair Price Policies. Endorsed by Herbert Hoover, former Food Administrator; John LeFebvre, International Milk Dealers Association; Margaret H. Boden, Chm. Food Section, Philada. Fair Price Commission; R. W. Balderston, Secty. Inter-State Milk Producers Association.

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**PHILADELPHIA, PA.**

**MAKE YOUR PLANS TO COME**

## THE QUAKER OATS COMPANY MOTION PICTURE FILMS

The Quaker Oats Company, Chicago, Ill., made a showing of its new educational motion picture films at the Bellevue Stratford Hotel, Philadelphia, Pa., on September 7th, before a large group of breeders, dairymen and guests. A dinner preceded the showing of the films.

These films, which involve two reels on each of the great dairy cattle breeds, Jerseys, Guernseys, Holsteins and Ayrshires, cover a most comprehensive field. The films are complete for each breed, so that the two reels make a complete story in themselves.

The films open with a brief but effective story in the necessity of milk for food. Pictures showing the best dairy types of each breed followed by which the principal points in value are shown. This is demonstrated by views of the cows and effective sub titles.

A most comprehensive set of pictures follow, showing the leading individuals including bulls, cows and heifers of each breed. We believe no greater aggregation of notable dairy animals has ever been shown in motion pictures.

Each set of films with the exception of the Ayrshires, also covers a demonstration on Better Sires.

Views of scrub cows are shown, also pure bred bulls, used in breeding with these scrubs and the resultant get in the first, second and third generations. The remarkable results along this line being developed by the Iowa State College.

The films were prepared under the direction of Prof. J. A. McLean, of the Extension Live Stock Department of the Quaker Oats Co., who also made an interesting address on the subject, outlining the proposed plans of the company in connection with the distribution of the films. It is hoped that these films can be placed with the various State Agricultural Colleges for use in their dairy extension departments.

As a demonstration for the dairymen these films carry a message of the highest value in the development of better dairy herds.

Albert M. Warren, Philadelphia sales agent of the Quaker Oats Co. and W. A. Frazier of the feed department ably assisted in welcoming the guests and arranging the motion picture display.

### CREAM RIDGE LOCAL

At Davis Station, Monmouth county, New Jersey, a meeting of the milk producers in that vicinity was held to consider what was to be done in view of the closing of the receiving station at Davis Station.

There was a general discussion of milk market conditions. Frederick Shangle, treasurer of the Inter-State Milk Producers Association, made an address on organization and co-operation, following which a local of the Inter-State Milk Producers Association was formed with the election of Frank W. Potter president, and David E. Tentum, secretary-treasurer. Practically every producer present, representing 183 cows, became a member.

Later a permanent market for the milk produced by the members of the local was provided at full association prices.

Ten thousand Pennsylvania farmers received assistance in balancing dairy rations through the dairy extension department of the Pennsylvania State College in the year ending July 1, 1921.

### FUEL WOOD TO THE RESCUE

Many farmers this year are not depending entirely on their grain, pork, beef and dairy products for an income. They are going after their long neglected winter crop—their firewood! And reports from various parts of the country indicate that this crop is proving to be a source of revenue of no mean measure.

The high price of coal—higher even than last year—and the dismal prediction of another coal shortage by coal operators and dealers alike, has made a steady demand for wood for fuel purposes. The ambitious, wide-awake farmer who is supplying this demand is profiting accordingly.

If this were still the day of the hard-pushing, back-breaking buck-saw, this opportunity for farmers to increase their incomes by sawing and selling wood would be limited and beset with difficulties. But with the new improved engine-driven log saws that are now a part of the labor-saving equipment on many farms, felling trees, sawing up logs and cutting up limbs and branches is easy and fascinating, as well as surprisingly profitable.

Logs and trees that line so many creek banks and once were looked upon as of little value, now are being cut up into firewood and sold at a splendid profit to owners. The same is true of many farm timber tracts. The modern log saw makes it possible. These machines are operated by one man and can be wheeled into places that will not permit the use of the old style, cumbersome and heavy saw rigs.

Another great advantage of the modern log saw is in that it is an all-year-round helper. For when not sawing, the engine is used as a portable power plant to run feed grinders, shellers, hullers, pumps, washing machines and to do other similar power work.

While many log saw owners use their machines as spare-time money-makers, after their own winter's fuel supply is cut, a steadily increasing number are making a real business of sawing and selling wood. Steady and worth-while profits are coming to them in this way.

Like the little red hen of nation-wide fame, the new improved log saw is doing its part in lifting the mortgage off many an "old home place."

The real value of firewood as a farm crop is beginning to be realized!



### NEW LOCAL ORGANIZED IN JUNIATA COUNTY

A new local of the Inter-State Milk Producers Association was organized last month at Cocolanus, Juniata county, Pa. The canvas of this territory and formal organization was made by N. S. Gottshall, Inter-State field man. The local was formally organized by the election of L. I. Leister, president, and E. G. Ferguson, secretary. This new local is quite active and promises to be an important unit of the organization.

Get a reputation for your dairy cattle at the fairs. A little added care with comb and brush and some extra linseed oil meal in the grain mix will improve the appearance of the animals to be shown.

## NEW JERSEY MILK MARKETING CONFERENCE

(Continued from page 2)

ported by producers and dealers financially, is also advertising through newspapers and by use of bill boards. The Dairymen's League has also started an advertising campaign.

It was the sense of the meeting that the women's organizations could be of great help in promoting consumption by co-operating with the various agencies. It was also suggested that the parent-teachers' association and the child welfare associations could assist.

### How Milk is Marketed

Mr. Waddington and Mr. Copperthwaite explained how milk is marketed for producers through the Inter-State Milk Producers Association in the Philadelphia territory. Prices do not always cover cost of production and many producers have suffered losses during the past few months when there has been a milk surplus. They urged a better understanding on the part of the consumers of the difficulties and aims of producers associations.

Mr. Hardin told of what the Dairymen's League Co-operative Association is doing in the New York territory, explained the pooling plan and the efforts of the organization to secure a fair price and stabilize the market.

Mr. Bennetch stated that the milk distributor performs a necessary function but that distribution is too costly, that the Bureau of Markets has started to secure reliable information from distributors on the cost of distribution. The consumer and the producer want to know and are entitled to know the why of milk prices. Consumers also have a part to play in returning bottles, front door deliveries, proper care of milk, and daylight deliveries in winter time.

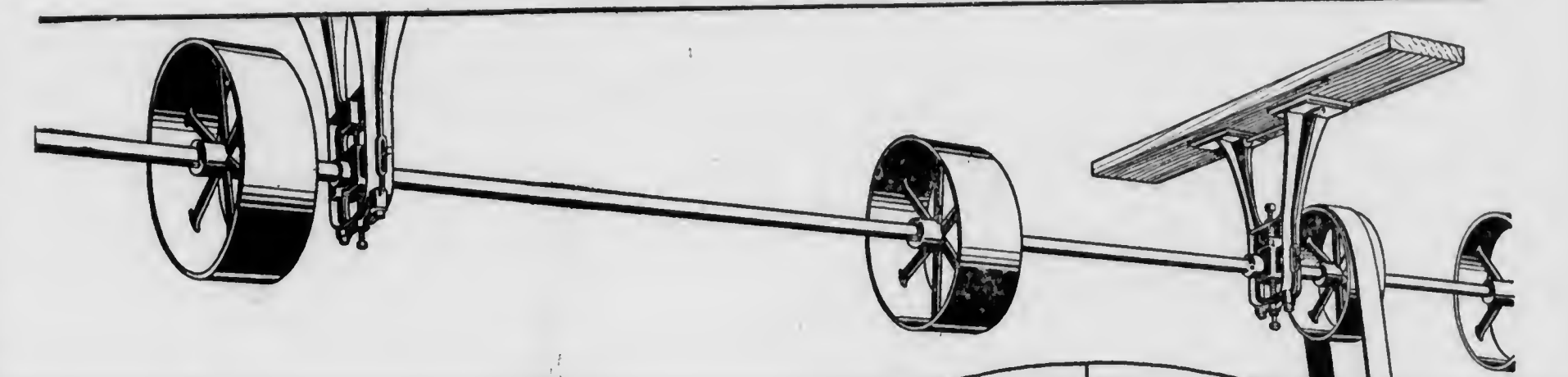
Mr. Hankinson has collected for the Bureau of Markets five samples of milk in each of six different cities in the State from restaurants, lunch counters, and soda fountains. Fifteen samples sold for five cents a glass and fifteen samples sold for ten cents a glass. Four were below 8% fat, one of these testing 0.3 per cent. Prices are too high to stimulate consumption and too often skimmed milk is sold for whole milk. City health officials can improve this condition.

### Legislation

Mr. Scofield explained a bill which would make compulsory the pasteurization of all milk excepting certified and that produced by non-tubercular cows, excepting those which have made application for the tuberculin test. He also explained proposed ice cream legislation. Over 100 samples were analyzed by the Health Department this summer. They showed from 3 to 18% fat, no foreign fats, and averaged about 10%.

The question of filled milk was discussed and Mr. Scofield explained the policy of the Health Department in this connection.

Among those in attendance were: Dr. R. B. Fitz Randolph, W. S. Schofield, New Jersey Department of Health; J. H. McNeil, Chief Bureau of Animal Industry; A. L. Clark, Chief Bureau of Markets; Paul B. Bennetch, Specialist Dairy Product Marketing; Kenneth Hankinson, Organization Specialist, New Jersey Department of Agriculture; N. J. R. Chandler, New Jersey Health Officers Association; Miss Florence Halsey, President Mrs. Henry E. Colton, and Mrs. Jno. L. Douglass, New Jersey League of Women



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Address.....

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S. Tyler, Metuchen, New Jersey; J. W. Miller, Princeton, New Jersey, and Wm. B. Palmer.

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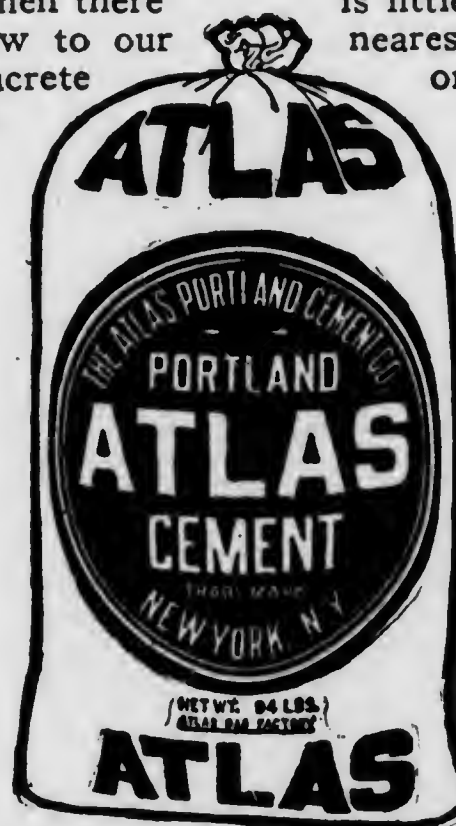


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### FOUR FARM TROUBLES

When the Joint Commission of Agricultural Inquiry, of which Dr. Clyde L. King, is Economist, makes its report to Congress it will tell that body that four things were back of the recent agricultural crisis with its well-nigh perpendicular drop in farm prices. These, according to Congressman Sydney Anderson, of Minnesota, who heads the Joint Commission are:

First, the falling of exports, particularly in beef products; pork, pork products and cotton. \* \* \* Second, the very marked decline in domestic consumption, in which the so-called "buyers' strike" was a factor, as was also the general industrial depression. \* \* \* Third, the increase in freight rates. \* \* \* Fourth, the pressure of limitations of credit and discount rates.

This will be the official diagnosis of what is the matter with the farmer and the farm. It agrees with the findings of many of the farm organizations. It does not, however, hold the packers, the middlemen, the profiteers and the Grain Exchange responsible for any part of the

troubles that overwhelmed the farmer in 1920, and falls short by that much of meeting the orthodox views of the farm groups.

It will recommend that exports be stimulated; but that has been undertaken through an enlargement of the War Finance Corporation's powers. Success along that line is uncertain at best. Probably the Federal Reserve Banks and banks generally can be induced to adopt a more liberal policy on loans and credits. The freight rates are standing in spite of steady hammering. As for the public and its strike against buying, we cannot see where either the farmer or Congress can do anything about the public.

The tide has turned for the farmer. The patient is getting better and gaining strength, not because of special legislation and government aid, but because of the inevitable working out of natural laws. The disease that afflicted him was deflation, and it has run its natural course in his case. The farmer may have been at bottom, but he is beginning to climb back again.

—Philadelphia Public Ledger.

### ASSOCIATION ACTIVITIES

One of the principal efforts of the organization during the past month has been toward perfection of the organization of the various locals so that they and through them the membership at large could be fully represented at the coming annual meetings of the Inter-State Milk Producers Association.

Representatives have been in the field constantly during the month and have been supplemented at the various meetings by officers of the organization.

Upwards of 20 meetings of locals have been held during the past month and several new locals have been formally organized.

In view of the conditions in the local market the transference of dairies from one dealer to another have been very difficult. New buyers, however, have been found for a number of producers.

Some 350 new members were added to the association rolls during August and 158 during September. See to it that your neighbor is one of us.

## LOWER PRODUCTION COSTS NECESSARY TO MEET MILK PRICE CONDITIONS

(Continued from page 1)

In fact the farmer has been steadily improving his methods of dirt farming and no doubt will continue to do so as time rolls on, even in a more intensive way as occasion may demand.

### What About the Dairy

Except in special instances, the dairyman has not made the same advance in dairy practice as has been done in soil tillage. Here and there better work is being done but notwithstanding all that has been said and published on this subject, general improvement moves but slowly. Better sires and better herds have been preached for years and many have profited but the rank and file of the dairy farmers still plod along with the same old herd, and the same old scrub bull, making milk, no matter what the cost may be and very frequently finding fault with the returns from his milk sales.

**Cost of Production Must Be Reduced**  
In times of light demand manufacturers of merchandise reduce costs, or they go on the rocks. Such reductions may be in the shape of wage reductions or decreased costs in some of the processes of manufacture. In any event they must reduce costs in order to continue in business.

The dairy farmer is now up against the same proposition. He must reduce costs, if higher prices can not be obtained for his products. Many say "It can't be done." But in the great majority of cases, it can be done.

Better sires are needed to produce better herds. Better herds are needed to reduce costs of production. We frequently hear a dairyman say, "I can't afford to buy a better sire or better cows." Why not?

A better herd does not necessarily involve the immediate purchase of a number of new cows—not even one—on the other hand it does mean the selling of the unprofitable cows in the herd. Some loss may be involved in this move but it's a case of taking the loss at once rather than spreading it out over a period of years. The sale of unprofitable cows and purchase in their stead of profitable cows, even if the number be less, will result in a more economical practice.

What has and can be done along this line is demonstrated by the records recently compiled from cow testing association reports in Pennsylvania, showing that cows with a production ranging between 3000 and 4000 pounds a year, made milk at a cost of \$5.15 per hundred pounds, while cows with a production of 9000 pounds and over per year, made milk at a cost of \$2.89 per hundred pounds.

The elimination of the border cow is, without question, the prime factor in the economy of milk production. Economical feeding, economical methods are important, but can not overcome the losses due to unprofitable cows. Elsewhere in this issue is shown recent photographs illustrating this point most effectively.

There are many loop holes for losses in dairying. It's time for the dairy farmer to wake up and stop the leaks. A move in this direction will open the way toward putting your dairy on a profitable basis.

## Milk For Health

### SEPTEMBER CONFERENCE

Late in September, the officers and executive committee of the Inter-State Milk Producers Association called a conference with the distributors and manufacturers to consider the advisability of an advance in prices paid producers in the Philadelphia Milk Shed.

"There was no question but that the cost of producing milk was out of line with prices paid, not only in this, but in other territories as well, and, that in view of high prices for feed as well as labor, costs would be advancing as the fall season advanced.

From the standpoint of the production cost there is no question but that an advance in price was due the farmer.

On the other hand, the supply of milk from our own territory continues in excess of the consumptive demand for whole milk. Ice cream consumption declines as the fall season advances and at the present time the full basic quantity of milk coming into the Philadelphia market is, as far as the large dealers are concerned, not being consumed in the fluid milk market.

There are several reasons for this, the most important being the decrease in purchasing power on the part of the unemployed. Industrial districts are still considerably below normal purchases of milk.

Another demoralizing factor is the constant offering of milk from other markets, more particularly in the shape of cream. These offerings largely represent the surplus milk in not only the nearby markets but milk and cream from Ohio, New York and Canada. This milk is a constant menace to this market as it is usually offered at prices materially below the price paid in this territory.

Manufacturers of condensed and evaporated milk demonstrate that they can not pay higher prices for milk and compete with manufactured dairy products from outside the territory. With butter at 44 cents a pound for 92 score grades, the cost of surplus milk, bought on the Philadelphia selling plan may be figured at \$2.11 per hundred against \$1.98 paid in a nearby market for milk going into cream and condensed skim or \$2.23 against the Philadelphia weighted average of \$2.20 for whole milk going into condensed milk. Some manufacturers express some doubt of their continuance to pay the present basic price for all milk unless favored by some break in the market.

Advances in prices at this time, it was contended, would open this market as a further dumping ground for low price milk from other territories.

Weather conditions alone, will, it is believed, relieve the situation. Until the low price territories tighten up from decreased production, the menace of outside milk will not be relieved. At the same time some development of greater trade in dairy products, such as export business would have a favorable influence from another angle.

With one or two exceptions, prices paid producers are higher than in other primary markets. In some instances, the farmers price in this district appears much lower than in the New York market, where a high price prevails for market milk, but the producer, under the pooling plan, does not get that price as each month the price for milk for all classes of dairy products is pooled and the actual price the farmer receives is very much lower, in instances it has been a full dollar a hundred less than the named price for milk for fluid consumption.

After a lengthy discussion from all angles it was deemed advisable to leave the price paid farmers, 61 cents f. o. b. Philadelphia, or \$2.27 per hundred at receiving stations in the 50 mile zone, for milk testing 4% butterfat (which has been effective since May on basic milk), stand for all milk.

Under the Philadelphia Selling Plan, all milk is rated basic during October, November and December, so that no milk is to be bought as surplus.

The executive committee of the Inter-State Milk Producers Association will watch the general market situation closely and will call for a further conference when ever the situation warrants.



### BUTTER SUBSTITUTES IN RURAL SECTIONS

A recent issue of the Extension Service News of the University of Delaware, cites a survey made in two rural towns in that state covering the use of butter substitutes. "Three stores were visited in two towns and the information obtained was to the effect that twice the quantity of butter substitutes, as compared to straight butter, was sold."

Unfortunately this condition exists, not only in the state of Delaware, but in many other states as well.

"Farmers who are consumers of butter and other dairy products may do a great deal to alleviate the situation of a milk surplus as much as any other class of consumers. And, it is to their interest directly to do this. It is a fact that a large number of dairymen producing whole milk for the market, and who are shouting their heads off about milk prices and the milk surplus, will be found sitting down to a table on which is served a butter substitute three times a day. For every three and a half pounds of butter used the farmer is helping to consume the product of about 100 pounds of 32 per cent. whole milk.

We can never solve our surplus milk problem until we educate consumers more in regard to the food value of all dairy products."

We fully agree with the statements in the Extension Service News in believing that if the farmers themselves refrained from the use of oleomargarine and other butter substitutes the increased consumption of straight butter would go a long way toward eliminating milk surplus and that the few pennies saved in buying oleo products over the price of butter, is lost many times over to the dairy farmer due to the lower price obtained for milk in the time of such surplus.

Not only does the use of butter substitutes affect the marketing of milk, but they lack the vital elements required to promote proper growth and health, particularly in infants and children. Vegetable fats, which are largely used in the manufacture of butter and milk substitutes, do not, according to leading scientists, contain the so-called vitamins, without which proper and healthy growth is not maintained.

Give the bull exercise. A bull enclosed in a cramped box stall has every inducement to become mean, sterile and subject to all the evils of the bull family.

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Stick your thumbs in the test-cups of a De Laval Milker, and then have the full vacuum turned on.

This is the easiest and best way to get an idea of the uniform, gentle and pleasing action of the De Laval Milker on a cow's teats.

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**20 per cent crude protein**

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**Only digestible protein fills milk-pails**

Do you know the difference between *crude protein* and *digestible protein* in a dairy feed?

Crude protein is the total amount of protein discovered by the chemist's analysis. Not all this is *digestible protein*. Alfalfa meal has as much *crude protein* as Bran, but only about two-thirds as much *digestible protein*.

High protein analysis means little unless the protein is *digestible*, as in Union Grains. The 20% of *digestible protein* in Union Grains is one important reason for the superior milk-producing value of this feed over all others.

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## SEPTEMBER MILK CONDITION OCTOBER PRICE UNCHANGED

(Continued from page 1)

ceiving platforms for direct shipped milk were close to normal during the month. The supply for this class of milk has improved slightly, and there was less price fluctuation. For the greater part of the month six to six and a half cents a quart was pretty generally adhered to for platform milk. Buyers would rather take milk at platform prices under these conditions than take on additional dairies as regular shippers.

Bulk cream was, as has been the case for several months, in good supply and prices were generally weak. Offerings from out of the territory points, such as Ohio, Illinois, Canada and New York, hold down any favorable price movement in bulk cream.

The manufacturing situation is still very unfavorable. Condensaries are confronted with offerings of case goods, made from low price milk in the west and in nearby states and to compete with these sellers, must either obtain their supplies of milk at prices in proportion with those paid by other manufacturers. There has been very little movement in large lots of either condensed or evaporated milk. Prices of case goods are weak and any large lot offering is subject to sharp competition.

The butter market, early in September, was fairly steady at 40½ cents for 92 score creamery, New York City. It strengthened almost steadily throughout the month, advancing to 44½ cents. Toward the close of the month the market was firm at 44 cents.

The price for surplus milk for September was \$2.04 for 4 per cent. fat, delivered at all receiving points. The surplus price for the first half of September was \$2.01 per hundred for four per cent. butterfat. These prices have been particularly favorable to the producer of surplus milk, as they approximate the present prices of basic milk.

Some modification of the present surplus plan may be made for next year, which, however, involves no change in the general plan. A committee of producers, distributors and manufacturers now has these modifications under consideration.

### October Prices

Efforts were made by the officers and executive committee of the association to obtain some advance in the price paid producers for October milk, but owing to the present supply and demand, were unsuccessful. The situation is being closely watched and any possibility for better prices will result in a further conference.

The Philadelphia Selling Plan provides that all milk shipped during October, November and December, be considered basic milk, all being paid for at full basic price. It also establishes the average amount to be used as the basic quantity for each producer for the first nine months of next year.

October milk, therefore, is all basic milk, to be paid for on the quoted price.

Every milk producer is a manufacturer, the dairy cow is his producing machine. The larger the output of each cow, like the manufacturer, the larger the output of each machine, the lower the cost of production and consequent gain in profits.

## Milk For Health

## ATTENTION!!

### Modification of Philadelphia Selling Plan

After conferences in committee a meeting of the officers and directors of the Inter-State Milk Producers Association, distributors and manufacturers was held on October 3rd to make certain needed changes and percentage modifications in the present Philadelphia Selling Plan, so as to bring it more in conformity with conditions and to make as simple as possible in points which have been in controversy during the past year.

The same general principles of the plan have been maintained. The following text of the agreement will apply for 1922 and until further notice. Method of determining the price to be paid the farmer for the future will be regulated in the following manner.

Each producer shall be credited with the amount of milk delivered by him during October, November and December, 1921. The average production of these three months shall be known as the "basic quantity." These amounts are to be posted at the receiving station and duplicate copies sent to the Inter-State Milk Producers Association.

During the following nine months he will receive the basic price for the following percentages of this amount of milk.

January	100%	April	100%	July	110%
February	100%	May	100%	August	110%
March	100%	June	100%	September	115%

Additional milk produced during these months, if any, to be paid for on the following basis:

A committee of three, one from the producers, one from the manufacturers and one from the dealers, will check up, each month, the average price of New York 92 score, solid packed butter, as published by the United States Bureau of Markets for that month and immediately inform all concerned what this may be, payment for all additional milk above referred to, to be according to the following schedules.

Producers who have been regular patrons of a receiving station, or regular shippers to a dealer, who have established a basic quantity during October, November and December, 1921, are to receive the basic prices for basic quantity. For an amount of additional milk less than or equal to the basic amount 92 score New York Butter, plus 20%. For all additional milk above an amount equal to basic quantity a price based on 92 score New York butter without the 20% premium for the months of January, February, March, April, May and June. During July, August and September all shippers shall be paid for surplus a price based on 92 score New York butter plus a premium of 20%.

That all former patrons at a receiving station or direct shippers to a dealer who make no milk through October, November and December and who therefore, established no basic quantity if they resume shipping in January, February and March shall be paid a price for all their milk based on 92 score New York butter plus a premium of 20%. This plan to continue until October 1st, 1922.

If they fail to resume shipping until April, May or June they shall be paid a price based on 92 score New York butter for the months of April, May and June. For July, August and September the price to those shippers shall be 92 score New York butter plus a premium of 20%.

Men starting in the dairy business and who therefore have not established a basic quantity who desire to start to ship milk during any one of the first nine months of 1922 shall be allowed to establish a basic quantity by calculating one-half of the amount produced by such shipper during the first thirty days of shipment and thereafter counting this as the basic quantity during the remaining months.

In case of tenants changing from one farm to another or farm owners selling out and repurchasing a farm elsewhere and who by this procedure changes buyers of their milk, it is definitely understood that the basic quantity established, goes with the cows.

Special cases of one or more producers changing to new buyers are open to agreement between such producers, buyers and Inter-State Milk Producers Association.

This agreement covers all points in the territory. Any of the three parties interested, (the distributors, manufacturers, and the Inter-State Milk Producers Association), reserves the right to ask for a conference to consider the situation if it feels its interests are being jeopardized thereby.

### Farmer A Produced

2100 lbs. milk in October
2000 lbs. milk in November
1900 lbs. milk in December
Average for three months, 2000 lbs.

If 3000 pounds were shipped in May, or any other month, this would represent 2000 lbs. basic milk, to be paid for at the maximum or basic price and 1000 pounds additional milk, to be paid for as provided in the foregoing schedule.

### KENNETT SQUARE MEETING

Members of the Inter-State Milk Producers Association of Kennett Square, Pa., and adjacent locals, and their families, numbering upward of 300 attended a rally and motion picture meeting at Kennett Square, on Thursday evening, September 22nd.

The meeting was called to inaugurate a campaign to make southern Chester County 100 per cent strong in membership and to give a first showing of a new film of the Dairy Council, "The Turn in the Road." This "Better Milk" picture was largely photographed in the immediate neighborhood, so that many

of the scenes and some of the faces were familiar to the audience.

This film is now being shown regularly in the "Better Milk" campaign being put on by the Council, under the direction of Mr. Cohoe. It shows the awakening of the average milk producer to the importance of good quality as an essential part of good marketing. It is a good human interest story, it will make you smile and it will make you think.

Other pictures shown were; "Perfect Children," and "The Fountain of Youth." President—F. P. Willits and Vice President H. D. Allebach of the Inter-State Milk Producers Association made short

addresses. Mr. Rooney, the new dairy specialist of the Chester County Farm Bureau was introduced to the audience.

President, Robert Elliot of the Kennett Square Local, presided.

### THE MILK CAN AS A SOURCE OF BAD MILK

The losses during the past summer due to SOUR MILK have been quite heavy for those milk producers who did not exercise care in cleaning their utensils, particularly milk cans.

In an inspection of various dairy farms we could not help but note the careless way in which milk cans are being cared for on many farms. Milk cans are expensive and it is to your own interest to keep them in a sanitary condition. It prevents them from rusting and from leaking. By proper care, you save yourself money and furnish a better grade of milk. Sunlight is one of the best germ killers. After thoroughly cleaning, scalding and drying, utensils should be exposed to the sun in a place free from dust and insects.

The fact that dirt, which falls into milk at the barn, is readily visible has led to the conclusion that the barn is the principle source of milk contamination. Experiments, however, have shown that cans used for shipping milk are a prolific source of bacteria when not washed, thoroughly scalded and dried. The number of bacteria usually added to milk by such cans is many times larger than the number that would ordinarily get into milk at the barn. The addition of a million bacteria per cubic centimeter (1000000) to 1000000000 (1000000000) is not uncommon. Dairy utensils when clean are free from odor and this is a good test of their condition. Seams soldered flush and smooth keep out the bacteria. Even boiling water poured from one utensil to another does not sterilize. Experiments have shown that when boiling water remains in a milk can for one minute the temperature drops from 212° to 167°; when poured into the second can and held there for the same length of time it drops to 147°, and to a third, 127°. This kind of washing does not sterilize.

### Don't Put Lids on Cans After Washing

It has been found that cans, after washing and steaming and left uncovered on an inverted rack for 30 hours, carried but a trace of bacteria, while others cleaned in the same manner, but left for 30 hours with the lids on, would have added upwards of 2000 bacteria per cubic centimeter, when filled with milk.

### Effect of Steaming

An examination of 81 cans of milk at the farms, ready for transportation to the milk station, after all utensils and cans had been carefully steamed, showed an average content of 6807 bacteria per cubic centimeter. A similar examination of the milk in 117 cans on the same farms when all the utensils and cans had been similarly washed but the steaming had been omitted, showed an average bacteria content of 285,000 per cubic centimeter.

### CESSNA LOCAL

The Cessna, Bedford county, Local of the Inter-State Milk Producers Association, which has for some time been on the inactive list, was reorganized recently by Newton G. Gottshall, Inter-State field man. This local has over forty members. Joe Donohue was elected president, G. W. Dibert, secretary, and S. W. Troutman, treasurer.

Increased activity in Inter-State affairs is to be noted throughout Bedford county.

## STATE AND COUNTY FAIRS

September is the month of the county fair. Practically all of the big state and county fairs for this season have come and gone. It's been a big fair year for the farmer as well as the townspeople.

Many new features have been brought to the attention of the visitors at the fairs this year. The Inter-State Milk Producers Association co-operating with



the Philadelphia Dairy Council has been exhibiting at a number of the fairs in this vicinity. At the West Chester fair a milk pageant was put on. At the Delaware State Fair the Milk Fairies play, with a double cast of 120 children was given. At Byberry and Trenton fairs, booths were taken and the value of milk as a food was shown at other fairs. We co-operated with other exhibitors along the same lines.

At many of these fairs the county Farm Bureau made most creditable exhibits, particularly along dairy lines.

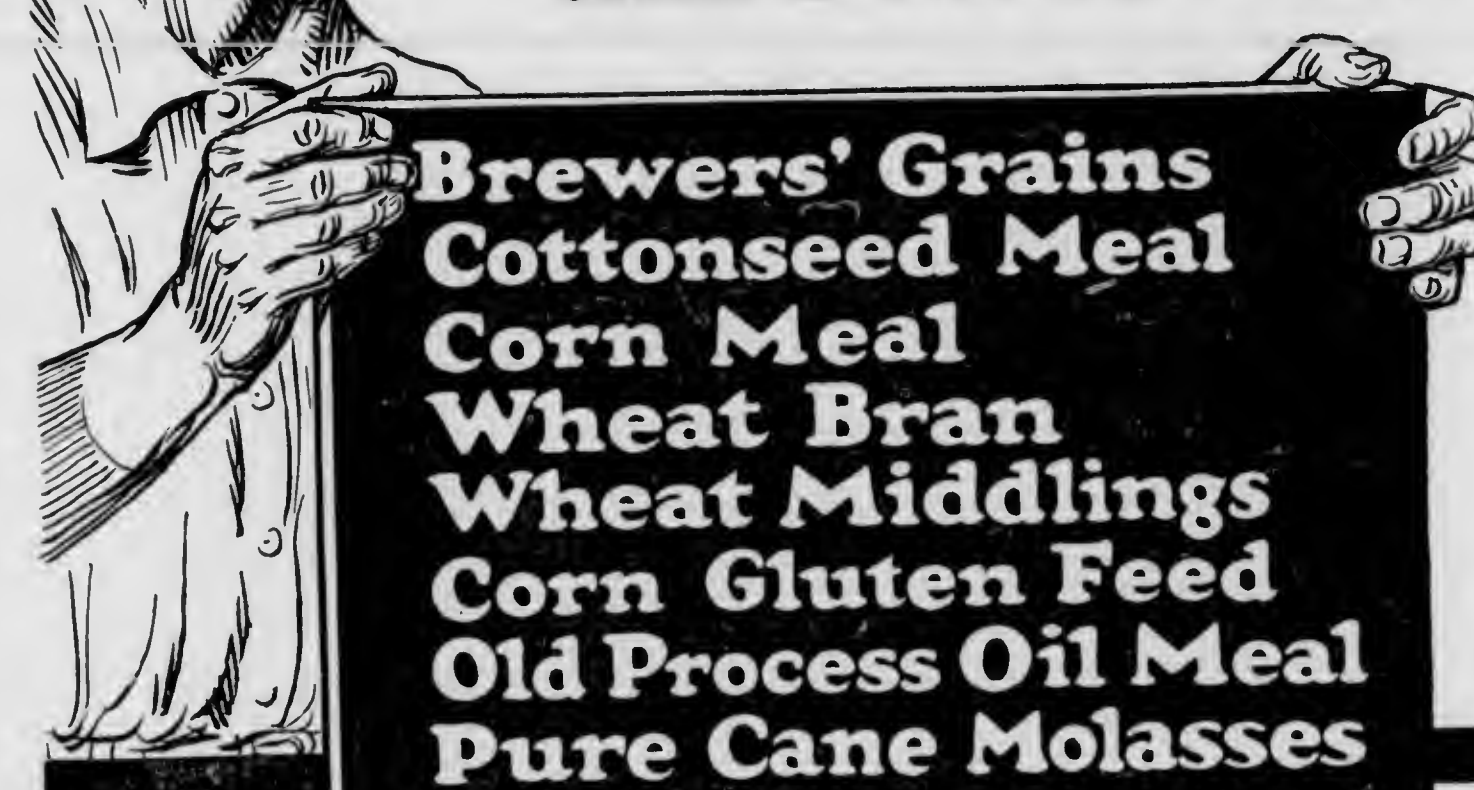


At the West Chester Fair, the Chester and Delaware County Farm Bureaus displayed an interesting exhibit on the value of the high producing cow.

A guessing contest was put on to enable visitors to judge from the cows themselves, their value as milk producers.

The accompanying reproduction shows the four cows used in the demonstration. From left to right they represent D, producing 9500 pounds of milk; C, producing 12000 pounds of milk; A, producing 8200 pounds of milk and B producing 5200 pounds of milk. These figures were obtained from cow testing association records. To more emphatically impress the values of the highest and low-

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Here are eight well-known milk making feeds. You can buy them ready-mixed as Ce-re-a-lia Sweets. Or you can mix them yourself. Home mixing means tying up lots of money. You have to buy in immense quantities to get these good feeds cheaply. Even then—

Would you know just what proportion of each ingredient to use to get most milk and keep your cows in good physical shape? Could you be sure of a thorough mix? Could you add palatable cane molasses without making your feed lumpy—hard to handle?

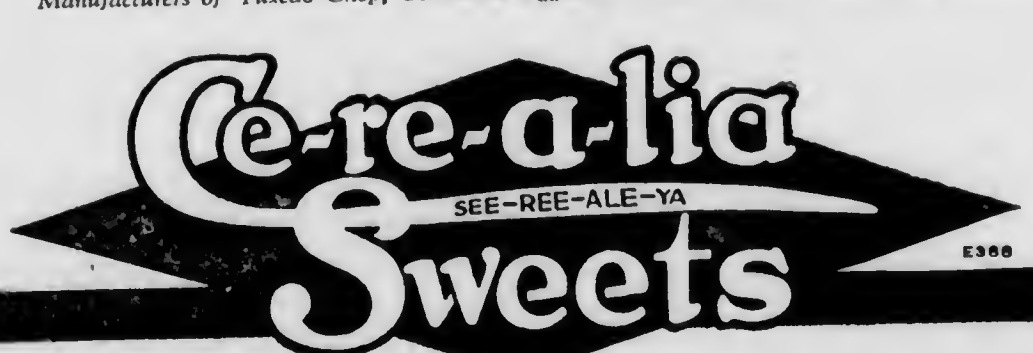
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Manufacturers of Tuxedo Chop, Ce-re-a-lia Egg mash, Tuxedo Scratch, Tuxedo Hog Ration.



est producers in milk and butterfat, a display of milk cans and butter cartons representing the yields in milk and butter of cows C and B are reproduced.

We are informed that 10 per cent. of the guesses made in this contest placed the cows in their proper order. These cows in instances came from the same herd, were the same age and had the

same general care. The cow testing association records, however, proved their respective values as milk producers.

At the Wilmington Fair, an elaborate display in connection with agriculture and home economics was made under the direction of the Extension Departments of the University of Delaware. In addition to an extensive display, demonstrations

were conducted in home economics by Miss Kathryn Woods, Home Demonstration Agent for the State. County agents demonstrated through exhibits and charts, various improvements in soil and crop conditions. Demonstrations by pig clubs, calf clubs and cattle were prominent exhibits.

On the whole, much can be said of the nature of the exhibits at the various fairs, but space does not permit. At some cattle displays excelled, while at others exhibits of other classes were more prominent.

Dairy cows will not enter the fall feeding period in the best of condition unless they receive some feed to supplement the short September pastures. Cut some green fodder and feed it liberally when the weather is hot and the pastures dry up. It will be returned in added milk production this fall.

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Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

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Chlorine Solution to Sterilize Milk Utensils Write for information  
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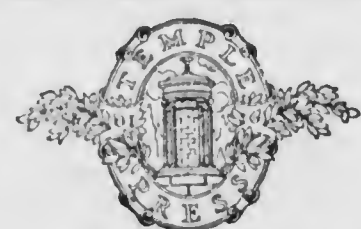
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OUR SERVICE is unbiased and dependable.

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### WANTED

Progressive concern wishes reliable men as agents to take orders for finest Stock Molasses on market. Attractive proposition. Box 10, Milk Producers Review, 721 Heed Bld., Philadelphia, Pa.

## COW TESTING ASSOCIATIONS

### SOUTHERN YORK COUNTY ASSOCIATION

During the month twenty-five herds including three hundred and thirteen cows were on test in the Southern York County Cow Testing Association. Of this number twenty produced over forty pounds of fat and eighteen over one thousand pounds of milk, while six produced over fifty pounds of fat and six over twelve hundred pounds of milk. The highest herd average was that of Chas. Kilgore, of Woodbine, whose herd of seven cows averaged nine hundred and forty-four pounds of milk and 33.3 lbs. of butterfat per cow. The highest single record was that of Turner, a Gr. Jersey owned by Hobart Bay. During the month nine unprofitable cows were sold and two new members joined the association.

The ten highest cows in production of butterfat were as follows:

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Hobart Bay	Turner	Gr. Jersey	840	5.9	49.5
Stewart Bros.	7	Gr. Hol.	1259	3.9	49.1
H. G. Hall	59635	Gr. Guern.	1150	4.2	48.3
H. G. Hall	344354	Gr. Guern.	1011	4.7	47.5
Wm. Snodgrass	Spot	Gr. Ayr.	651	7.3	47.5
Stewart Bros.	15	Gr. Hol.	1318	3.5	46.1
Wm. Snodgrass	Nannie	Mixed	989	4.6	45.5
Stewart Bros.	19	Gr. Hol.	1240	3.6	44.6
D. R. Posey	9	Mixed	967	4.6	44.5
J. M. Gallbreath	Lois	Gr. Jersey	1061	4.4	46.8

Average of 10 highest cows.....1061 4.4 46.8

### CUMBERLAND COUNTY ASSOCIATION

A. A. Raudabough, Tester

Twenty-six herds, embracing 257 cows in milk, with 58 dry cows, were tested in the Cumberland County Cow Testing Association in August. One separator was tested; seven unprofitable cows were sold; twenty-nine cows produced over forty pounds and five produced over fifty pounds fat. Fifty-three cows produced over one thousand and twenty-five over twelve hundred pounds of milk.

The ten highest producing cows for the month follow:

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
G. L. Strock	Manix	R. H.	1590	3.3	52.5
G. L. Strock	Anggie	R. H.	1404	3.6	50.5
I. V. Otto	Shole	R. H.	1739	2.9	50.4
J. W. Miller	May Del	R. H.	1677	3.0	50.3
I. V. Otto	Virgini	R. H.	1624	3.1	50.3
V. C. McCormick	Martha	R. G.	1160	4.2	49.7
V. C. McCormick	Hope	R. G.	916	5.1	48.2
C. W. Landis	Mory	G. H.	1355	3.5	47.4
E. C. Laidt	Pouline	R. H.	1575	3.0	47.3
G. L. Strock	Spot	G. H.	1178	3.1	47.1

### YORK VALLEY ASSOCIATION

During the month twenty-six herds including 241 cows were tested in the York Valley Cow Testing Association. Of this number thirty-seven produced over forty pounds of fat and forty-eight over one thousand pounds of milk, while six produced over fifty pounds of fat and twenty-four over twelve hundred pounds of milk. The highest herd average was that of H. E. Robertson, whose herd of twenty-five registered Holsteins averaged ten hundred and forty-nine pounds of milk and thirty-eight and eight-tenths pounds of butterfat. The highest single record was that of Zaunm, owned by Davis Bros. of Seven Valleys, who produced fifteen hundred and ninety-three pounds of milk and 79.7 pounds of butterfat.

One unprofitable cow was sold and one pure bred sire was purchased to replace a scrub.

The ten highest cows in production of butterfat were as follows:

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Davis Bros.	Zanna	R. H.	1593	5.0	79.7
H. E. Robertson	Moontykes	R. H.	1965	3.6	70.7
C. Allen May	Jeannette	Gr. G.	1159	5.7	66.1
C. Allen May	Lady May	R. G.	1448	4.4	63.7
H. E. Robertson	Finderne	R. H.	1826	2.9	53.0
H. E. Robertson	141	R. H.	1758	3.0	52.7
H. E. Robertson	Pietje Butterboy	R. H.	1367	3.6	49.2
G. P. Livingston	Lady	Gr. H.	1014	4.8	48.7
Davis Bros.	Lady	R. H.	1423	3.4	48.4
Davis Bros.	Aggie	R. H.	1207	4.0	48.3

H. E. Robertson had the highest average composing of 25 cows; producing 26,231 pounds milk, 129.8 pounds butterfat; average test, 3.7.

### UWCHLANDS COW TESTING ASSOCIATION

J. Frank Lammey, Tester

Number herds tested during September 24; cows in milk 453; cows dry 47; No. cows producing over 40 lbs. fat 11; over 50 lbs. fat 2; No. cows producing over 1,000 lbs. milk 24; over 1,200 lbs. milk 7. Ten highest producing cows in butterfat for month as follows:—

Owner	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Chalfant Brothers	Holstein	1572	3.5	55.
Chalfant Brothers	"	1350	4.1	55.3
Chalfant Brothers	"	1485	3.1	46.
Frank Powell	Gr. Guernsey	1092	4.	42.4
L. K. Millard	Holstein	1218	3.6	43.8
Chalfant Brothers	"	1275	3.4	43.9
Walter Melvaine	Guernsey	942	4.3	40.5
Walter Melvaine	"	1356	3.1	42.
Walter Melvaine	"	891	4.5	40.
Walter Melvaine	"	1191	3.5	41.6

### LEBANON VALLEY ASSOCIATION

Paul B. Bulp, Tester

The number of cows comprising the association numbered 30. During September 296 cows were in milk and 35 dry. Five separators were tested. Number of cows producing over 40 lbs. fat 27; over 50 lbs. fat 8. Cows producing over 1,000 lbs. milk 40; over 1,200 lbs. milk 20. Ten highest producing cows in butterfat for month:—

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Joseph Schott	Wietke	Hol.	1541	3.6	55.5
Marvin Bennetch	Light Cow	G. H.	1248	4.4	54.9
George Kreider	Pearl	G. G.	1200	4.5	54.0
Howard Bernberger	Nancy	G. H.	1365	3.9	53.2
Joseph Schott	Bess	G. G.	1200	4.4	50.6
Cyrus Bowman	Lady Grace	Hol.	1488	3.4	50.6
Harvey Iba	Goldie	G. G.	873	5.8	50.1
David Wagner	Doll	"	747	6.7	50.1
Marvin Bennetch	No. 3	Hol.	1317	3.7	48.7
	White	"	1353	3.5	47.4

## WOOL MARKETING PLAN TALBOT COUNTY, MARYLAND

(Continued from page 3)

The summer in Maryland can hardly be considered the best sort of weather for blanket selling, practically all the blankets from this shipment have been disposed of. A third shipment was made on August 9th of a total of 2014 pounds of wool calling for 167 blankets and 43 robes. These blankets have not yet been returned.

It might be stated here that it has never taken quite all of the 75 cents per blanket or robe for carrying charges, there being a refund to those sending wool in each case. The amount of 75 cents takes care, not only of carrying charges, but any shortage in weight which is likely to occur in the weighing of small lots of wool as it is brought in. Assuming, however, that it takes the entire 75 cents for this purpose, and also assuming that all blankets have been, or will be sold, it is found, by accurate calculation that 53 farmers in Talbot county who have taken advantage of marketing their wool in this manner, have received a total of \$1,576.08 for the 5512 pounds of wool marketed in this way, over and above what could have been received for this amount of wool at market price at the time the shipments were made.

The question as to whether or not the plan has been successful so far, and whether it has been of material advantage to those participating in it, of course, answers itself. Very little effort has been made to market these blankets by the individuals to whom they belong. After the first lot was returned and people became acquainted with their quality, they really sold themselves. The county agent's office has been a point at which orders for blankets might be left, and these were turned over to farmers having the designs which had been asked for. In this way, usually, a large number of blankets, in any shipment, are placed before the shipment is returned from the mill. Samples of each pattern are kept in the county agent's office so that those desiring blankets may come and make their selection. With the publicity which this plan has received in local and state papers, orders have been received by farmers from points in New York, Pennsylvania, New Jersey, Virginia and even as far west as Chicago, to say nothing of those which have been sold in this and adjoining counties. While the entire third shipment has not been disposed of as yet, there is every indication from the way orders are accumulating that a large percentage of them will be placed by the time the new blankets are returned to the farmers.

This plan is a real advantage, both to the producer and the consumer. Not only does the farmer receive a good price for his wool, by this means, but the purchaser of these blankets is able to take advantage of a real bargain at the price mentioned.

**Auchenbrain White Beauty 2nd.**  
Auchenbrain White Beauty 2nd, No. 21687 and her three daughters is the subject of our first page illustration, in this issue of the Review. This famous foundation cow has an official A. R. Record of 14,721 pounds milk testing 4.38% fat. In fourteen years she produced 124,967 pounds of milk with an average test of 4.25% fat. She had 14 calves, seven bulls and seven heifers. Four of her daughters and four of her sons are in advanced Registry. One hundred and twenty six members of the present herd of Penshurst Farm, Narberth, Pa., are descendants of this wonderful cow.

## INTER-STATE DAIRY COUNCIL ACTIVE IN ALL BRANCHES

(Continued from page 3)

ities include: The White Bottle, and Perfect Children, have been shown in Philadelphia motion picture houses as well as in Public Schools, Settlement houses and clubs.

### Additional Extension Workers

Miss Del Rose Macan has been appointed Dramatic Director of the Council and assumed her duties about September 10 th. Miss Macan has had a wide experience and training in this work.

Miss Edith Howes, late of the Philadelphia Health Council, has been added to the extension staff, and begins work early in October. Miss Howes has had home economics and dietetic training and her experience in health work furnishes a splendid ground for her work in the Council.

## INSPECTION OF MILK PLANTS IN STATE IS BEING CARRIED OUT

The six hundred milk plants in Pennsylvania operated on the butterfat basis, are now being inspected by agents of the Pennsylvania Department of Agriculture, while the work of the testers, more than five hundred in number, is also being scrutinized.

Agents of the Department have found that in providing standard tests and the regulation of licensed testers, for all milk and cream purchased by these plants, the act of 1919 is protecting not only the producer but the milk plant operators as well.

While evidence tending to show that the producers have been defrauded at some plants has been uncovered, it has also been found that in at least one instance, the producer was defrauding the milk plant, either by removing butter fat from his milk or by the addition of water.

In all cases where the department inspectors find slight irregularities and where it is apparent that there is no intention to defraud, conditions are ordered changed to conform to the law and prosecutions are not ordered, but where there is evidence of a deliberate violation of the law with fraudulent intent, the police powers of the act are invoked.

## INSTALLATION OF JOHN MARTIN THOMAS

President Penna. State College

Invitations have been extended by the trustees and faculty of the Pennsylvania State College for the installation of John Martin Thomas as president of the college on Friday, October 14th.

In connection with the inauguration, educational conferences will be held on Thursday, October 13th, at eleven A. M., followed in the afternoon by sectional conferences on agriculture, financing, education, engineering and industry, industrial chemistry, mining and education of women in Pennsylvania, closing with a general conference at eight P. M.

H. D. Allebach, vice president of the Inter-State Milk Producers Association will make an address on "The Distribution of Milk," at one of the sectional conferences.

## THE ANNUAL MEETING

December 5th and 6th  
Philadelphia, Pa.

MAKE YOUR PLANS TO COME



## Disease

usually starts in unclean buildings, and in such quarters lice and mites always are more plentiful. Protect your poultry and livestock—they represent real money. Help make their living quarters clean, bright and sanitary, save yourself time, labor and money, all in one operation. Use

**CARBOLA**  
The Disinfecting White Paint

a white paint and powerful disinfectant combined in powder form. Just mix with water and apply with brush or spray pump—that's all. No waiting or straining. No clogging sprayer. No pooling off. No disagreeable odor. One gallon covers 200 sq. ft.

**Use It Instead of Whitewash**  
The dry Carbola is an excellent louse powder, and costs about one-third as much as many others. Endorsed by agricultural colleges and thousands of farms.

Your hardware, paint, seed or drug dealer has Carbola, or can get it. If not, order direct. Satisfaction or your money back.

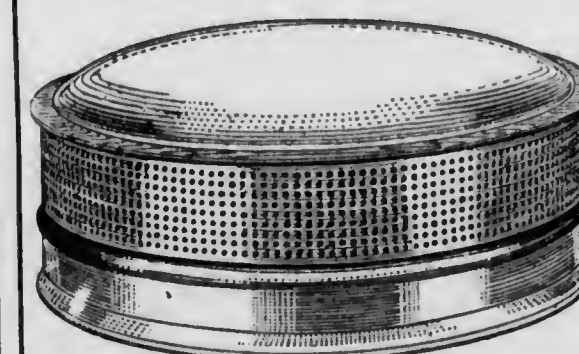
10 lbs. (10 gals.) \$1.25 & postage  
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The IDEAL Cover has been adopted as standard by the largest producers and its use is being suggested generally by the large milk buyers.

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Average—1½ Minutes per Cow

Barton Page Co.  
Dear Sirs:  
I received your hand-operated cow milker and find it all you claim it to be. I can milk 42 quarts in 24 minutes or average two cows every three minutes. At first I could milk only about half the amount of milk with the machine but the cows soon gave in to it and did not kick. I also find the Page milker very easy to clean because it is so simple. BENJAMIN WIESS, Grant, Pa.

No installation expense—run by hand

Also portable model run by electricity—no installation expense—also gas engine power—RECOMMENDS improvement in machine—SEND FOR FREE BOOK. Find out also about our 4-Cow Milker.

## Milks Four Cows At Once!

Saves half the time—does double work. Kind out. Catalog free. Try our double unit model; no installation expense. Any model after-ward exchanged for a higher priced machine. So and out—send for our free book. Find out also about our 4-Cow Milker.

## 30 Days' FREE Trial

No C.O.D.—no deposit—no obligation. You try it—and your word goes! If not satisfactory, returnable at our expense after 60 milking. If satisfactory, pay cash—or half cash and

## \$7.50 a Month

Or if you wish, straight \$1.00 a week or \$15.00 a month—easy payments to suit. We'll make that milker pay for itself every day as it goes along. It's a wonderful milker—simple—easy—sanitary—and you'll find it out while using it on free trial.

This direct, rock bottom price, free trial, easy payment offer is made only where we have a get approval no dealers nor agents—no ACT QUICK.

## FREE Book!

Let us send you our free catalog. It is full of important facts—an education in milking machines. Learn how to get the greatest milking service at the lowest cost. Learn how you are completely protected in giving our hand power machine a trial on your own herd. Send the coupon today.

## THE BURTON PAGE CO., Dept. 8737

661 West Lake Street, Chicago, Ill.  
Please send me your free booklet containing the facts of milking machine and full details of your direct offer on the Page Milker.

Name.....  
Address.....

## Which Way— Is Your Farm Going?

Is it moving toward greater fertility, greater production, greater earning power or is it moving toward lower production, decreased fertility and smaller income?

## Many a Farm

That has been going back because of acid soil has been brought to fertility and profit by the regular application of

## Michigan Pulverized Limestone

Calcite Brand Michigan Limestone 99% pure. Taken from the largest limestone quarry in the world, dried & ground in the largest limestone mill in the country. Quantity production—ables us to market cheaply.

BUILD UP YOUR SOIL WITH LIMESTONE  
Do It The Michigan Way  
MICHIGAN LIMESTONE & CEMENT CO., NEWTON S. GOTTSLAL

General Eastern Agent  
1501 Arch St. Norristown, Pa.



Healthy, Pure-Bred  
Foundation  
Stock

# CHESTER COUNTY

Healthy, Pure-Bred  
Foundation  
Stock

"THE COUNTY THAT COUNTS"

## Guernseys

### May-Rose Breeding

#### HERD SIRES

#### LANGWATER HERO No. 39634

Son of Langwater Heroine, A. R. record, 1622.1 lbs. milk, 805.64 lbs. fat in Class D.

#### LANGWATER ROYAL 25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

**M. M. Hollingsworth & Son**  
Landenberg, Pa.

ACCREDITED HERD

## Guernseys

### Maple Shade Farms

#### 60 Registered Guernseys

The cows that give the high priced milk

Federal Accredited Herd No. 8430

#### HERD SIRES

#### Laverna's Ultra May King 24660 A. R.

Gerar Pearl's Royal 58411  
His six full sisters have eight A. records averaging 14371.4 lbs. milk 704.96 lbs. butter fat but two of which were made as aged cows.

**A. T. PHILLIPS**  
Pomeroy, Pa.

## Holsteins

### Towns End Farms

Can supply your wants in bulls of serviceable age or bred heifers backed by yearly records, Uncle Sam's Health Guarantee and a double cross of the blood of the great King Segis

Our Consignment at the Great Chester Co. Breeders Sale West Chester, Oct. 19, 1921

#### A Grandaughter of DeKol 2nd

A show cow, bred to a 30-lb. son of King Pietertje Ormsby Piebe.

#### A Grandaughter of King Segis

Bred to a grandson of King Segis. Has a 10,000 lb. Cow Testing Association Record.

**E. P. Allinson**  
WEST CHESTER, PA.

ACCREDITED HERD



### Crystal Farm

Won Highest Honors Again at Chester County Fair

#### TWO SILVER CUPS

#### TIE FOR BEST EXHIBIT

#### GRAND CHAMPION BULL

Some Blue Ribbon Winners, and several cows in calf to this GREAT SIRE will be sold at the

#### Chester County Holstein Breeders Guaranty Sale

Oct. 19, 1921

#### LOOK FOR OUR CONSIGNMENT

Several cows and bulls for sale now at very low prices

**Charles J. Garrett**  
West Chester, Pa.  
FEDERAL SUPERVISION

## Jerseys

### BULLS

#### A Few Choice Heifers

from

#### A. R. O. Cows

sired by

#### Financial Satin Noble

\$100 and Up

80 to Pick From

**HIGHLAND FARMS**  
West Chester, Pa.

ACCREDITED HERD

## Jerseys

### Financial Sensation 153793

"The Best Bred Bull in the World"

#### Heads the Herd at

### Greystone Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

## Ayrshires

### Ayrshires

#### CONSTITUTION QUANTITY CONFORMATION QUALITY

Breeders of Bloomer's Queen, 4-yr.-old, 21820 lbs. milk, 1005 lbs. butter.

We sold 12 heifers in 1920 which averaged 12178 lbs. milk with first calf.

The Champion Jr., 3 yrs. old, who produced 16448 lbs. milk, 650 lbs. fat.

We offer 10 cows, 20 heifers and bulls which will increase the production of milk and fat.

#### FARMERS PRICES

**James Deubler's Sons**  
Berwyn, Pa.

ACCREDITED HERD

## Ayrshires

### Delchester Farms

Tell us your wants and we can supply them at prices you can afford to pay.

Aged cows, bred to Glenury, an A. R. son of Finlayston.

Aged cows, bred to Rena's Baron of Highland, an outstanding son of Baron's Best of Bargaenoch. Heifers, bred to these two great sires.

Young heifers.  
Bull calves.

All the above stock carries some of the best producing blood of the breed with A. R. ancestry on both sides.

Herd free from tuberculosis

**Delchester Farms**  
THOMAS W. CLARK, Supt.  
Edgemont, Del. Co., Pa.

### ANNUAL REPORT OF THE CUMBERLAND COUNTY COW TESTING ASSOCIATION FOR THE YEAR ENDING JULY 1, 1921

The first data secured in Cumberland county on the cost of producing a quart or a hundred pounds of milk is one of the many interesting items contained in the second annual report of the Cumberland County Cow Testing Association, just made by the tester, A. A. Raudabaugh, Carlisle, Pa.

When the labor of the farmer and his family are considered along with the interest and depreciation of buildings and equipment, current expenses including repairs, insurance, taxes, veterinary fees, ice, salt, gasoline and managerial ability in addition to the feed cost it was found that for the year ending July 1, 1921, the average cost per hundred pounds of milk of the twenty-three herds completing the year's work was \$3.05 or an average cost per quart of 6.6 cents. With an average receipt price for the year of but \$2.94 per hundred weight, or 6.4 cents per quart.

The association is comprised of a number of the best herds in the county, while the great majority are herds above the average and consequently must be below the average cost of production for the county as a whole.

Another very significant item contained in the report is that the average production of the 333 cows in the association for the year was 8276.6 pounds of milk with an average of 282.6 pounds of fat, as compared with an average of 7325 lbs. of milk and 244.6 lbs. of fat for the first year. In other words, as a result of the association the members have increased the efficiency of their dairy cows by an average of nearly 1000 lbs. of milk and nearly 40 lbs. of fat in one year. That this is a profitable achievement as shown by the comparative feed costs per hundred weights of milk of \$1.93 for the first year and \$1.62 for the second. From the butterfat standpoint the higher production resulted in a less cost production of 8.3 cents per pound—47.3 cents as compared with 55.6 cents per pound the first year. These figures show good dairy improvement.

First honors for achievement in herd improvement go to J. B. Meisel, Boiling Springs, who in one year increased his herd average from 6974.6 lbs. of milk with 233.1 lbs. of fat to 11,437.9 lbs. with 365.3 lbs. fat. Only 2 of his 8 original cows remain.

The herd highest in production was that of I. V. Otto, Boiling Springs, with an average production per cow of 13,169.3 lbs. of milk with 421.5 lbs. of fat from 18 pure bred Holsteins. Mr. Otto also holds the highest individual record of 17,396 lbs. of milk with 570.1 lbs. of fat, equivalent to 712.6 lbs. of butter. This is over 500 lbs. greater than his highest C. T. A. record made last year.

For economical production the herd of J. W. Miller, Carlisle, R. D. 2, ranks first even though it ranks fourth in point of production—10,810.5 lbs. milk. Largely due to methods of feeding, the usage of home-mixed feeds, economical producers, good dairy judgment and business sense is this attributed.

The largest dairy herd in the county—that of G. L. Strock, Mechanicsburg, with 50 head, has the rather remarkable average of 9023.2 lbs. of milk.

Other high producing herds are: E. C. Ludt, Carlisle, R. D. 6, 9470.5 lbs. milk; J. H. Lear, Carlisle, R. D. 5, 8524.2 lbs.; W. S. Kerr, Carlisle, R. D. 9, 8433.8 lbs.; C. W. Landis, Mechanicsburg, R. D. 5, 8414.1 lbs.; W. R. Dougher-

### FOR SALE

**REGISTERED HOLSTEIN BULL CALVES**  
From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as Helpers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days  
I. V. OTTO BOILING SPRINGS FARM CARLISLE, PA. R. 6

### No More Abortion in Cows

Many readers are writing us letters just like the following by Mr. Phil Wynkoop, a well known breeder of Chemung, N.Y. He says:

"Gentlemen:—For the enclosed five dollars please send me the Abortion Remedy and Breeding Powder. Have had splendid success with your Remedies. No more abortion.  
Very respectfully yours,  
Phil Wynkoop."

What Hood Farm Abortion Remedy and Hood Farm Breeding Powder have done for others they will do for you. Order today and begin cleaning abortion out of your herd.

PRICES: Abortion Remedy, prepaid, \$1.25, \$2.75 and \$9. Breeding Powder, prepaid, \$1.15, \$2.75 and \$5. Injection Tube, by mail, 90 cents. One medium Breeding Powder, one medium Abortion Remedy, one Tube, prepaid, \$5.75. Mention this paper.

Mail all orders for Hood Farm Remedies direct to  
C. I. HOOD CO., Lowell, Mass.

ty, Mechanicsburg, R. D. 2, 8077.6 lbs.; L. Brehm, Boiling Springs, 7409.9 lbs.

Nearly 1400 tons of milk were produced by the association members during the year.

Fifty-eight animals were sold by the members during the year as being unprofitable.

### "THE MARKETING OF WHOLE MILK"

The "Marketing of Whole Milk", by Henry E. Erdman, Ph.D., assistant Prof. of Rural Economics, Ohio State University, a volume of 330 pages, recently from the presses of the MacMillan Co., New York, covers in a comprehensive manner the economic phases of milk distribution and the ever present problem of price determination. Chapters are devoted to milk as a market commodity; the markets for whole milk; distribution of milk; milk prices, etc. In detail the various plans for the purchase of milk from the producer, collective bargaining and co-operative distribution, determination of wholesale and city milk prices, etc., are considered. The various forms of milk organizations are given special study, also the relation of the public interest in the milk industry.

The volume abounds in statistics of interest to both producer, distributor and consumer. Charts show the trend of prices and it is particularly interesting to note that under the chapter devoted to milk prices, that statistics compiled by an authority outside of the Philadelphia territory, show that in the average of ten cities, during a period from 1913 to 1919, the prices paid producers was higher in the Philadelphia market than in any other, while the price consumers in Philadelphia paid for their milk was lower than the average for the same cities in the same period.

Prof. Erdman has given to the public a very thorough treatise on the milk industry bristling with interesting facts comprehensive and readable by all.

### Milk For Health

### HOLSTEIN FRESIAN CATTLE

Young Stock of either Sex  
Always for Sale  
Herd Under Federal Inspection  
Free from Disease  
William S. Ker, Carlisle, Pa., R. 9

### FOR SALE

Fancy Chester White Shoats Registered. Now ready. Price right. Also fine Beagle Rabbit Pups, from choice stock, Twenty Dollars per pair.  
John C. Sutton Blacks, Md.

### E. NEWLIN BROWN

Live Stock  
Auctioneer  
WYCOMBE, BUCKS CO., PA.  
Sales Anywhere—Anytime

### BACK TO PRE-WAR PRICE

#### Monarch Dairy Sterilizer \$2.00 per Gallon Express Prepaid

A powerful Germicide and Disinfectant—Phenol coefficient 10 plus—Absolutely non-poisonous.

Bring the upkeep of your Milker Down

Send order today for the RIGHT Dairy Sterilizer at the RIGHT Price  
Monarch Laboratories, Inc.  
BLOOMFIELD, N. J.

### Reading Bone Fertilizer

Quality Service Satisfaction  
Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer. Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.

**ROSECOYD FARM'S  
DUCKS OF QUALITY  
GOOD EGGS FOR SALE NOW  
D. M. STOUT, HERRITY, PENNA.**

### SILOS REQUIRE ATTENTION

Silos, to give the best service, need attention every year. Stave silos need the hoops tightened occasionally, and the guy wires should be looked over and made taut. The roof should not be allowed to become leaky, and any defective places in the sides should be repaired. It is advisable also to look well to the foundation.

Before the silo is filled the first time it should be painted on the inside with raw coal tar thinned with gasoline. Every two or three years a fresh coat of this paint should be put on. If practicable, a coat of paint on the outside to harmonize with the surrounding buildings will make the place more attractive.

## Chester County Holstein Breeders Guaranty Sale

West Chester, Pa.  
(FAIR GROUNDS)

OCTOBER 19th

10 o'clock exactly

**80**  
Tested  
Registered  
Holsteins  
60 Day Retest

Cows shortly due, bred to

King of the Ormsbys  
and record sons of  
Ormsby Korndyke Lad

18 SHOW  
DAUGHTERS OF  
RADIUM  
(Brother of May Echo Sylvia)  
Radium was Grand Champ  
at recent N. J. State  
Fair

Young bulls with over  
4% fat on yearly record  
backing.

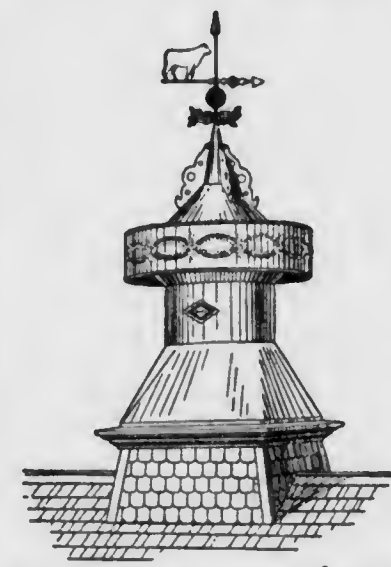
The best breeders of  
the east are represented.

**F. C. BRINTON, Jr.**  
**CHARLES J. GARRETT**  
Managers  
WEST CHESTER, PA.



# EVERYTHING FOR THE MODERN FARM and DAIRY

## Don't House Your Stock in a Wet Barn This Winter



An ordinary herd throws off about a barrel of water a day in moisture from the nostrils and pores of the skin. Unless the moisture is carried off it settles on the walls and ceiling. It rots the timbers as well as making an unhealthy home for the stock. Now is the time to install a King System.

**King System of Ventilation**  
"MAKES GOOD BARN BETTER"

## COMPLETE LINE OF LOUDEN EQUIPMENT IN STOCK

### Indoor Watering Increases Milk Yield

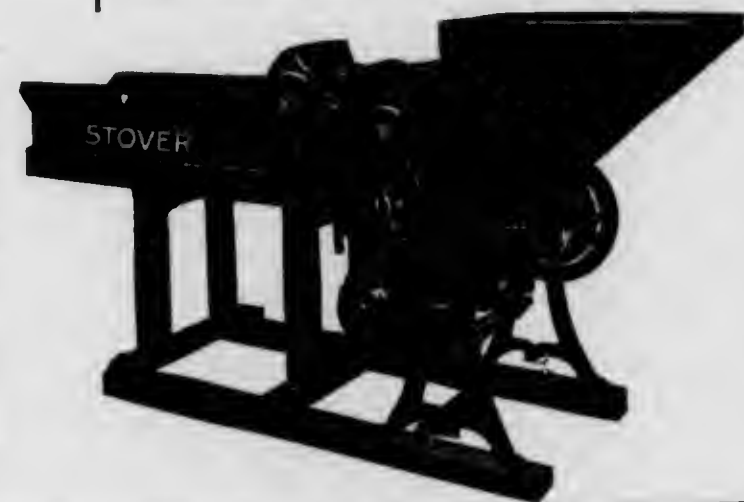
In the manufacture of ten gallons of milk a cow requires about eight gallons of pure water in addition to the water required for her bodily needs. To expect her to produce heavily without providing an abundant water supply, where she may have constant access to it, is asking the impossible of her.

All Louden Goods Reduced to Pre-War Basis  
WATER BOWLS - - \$3.50



### LOUDEN STANCHIONS

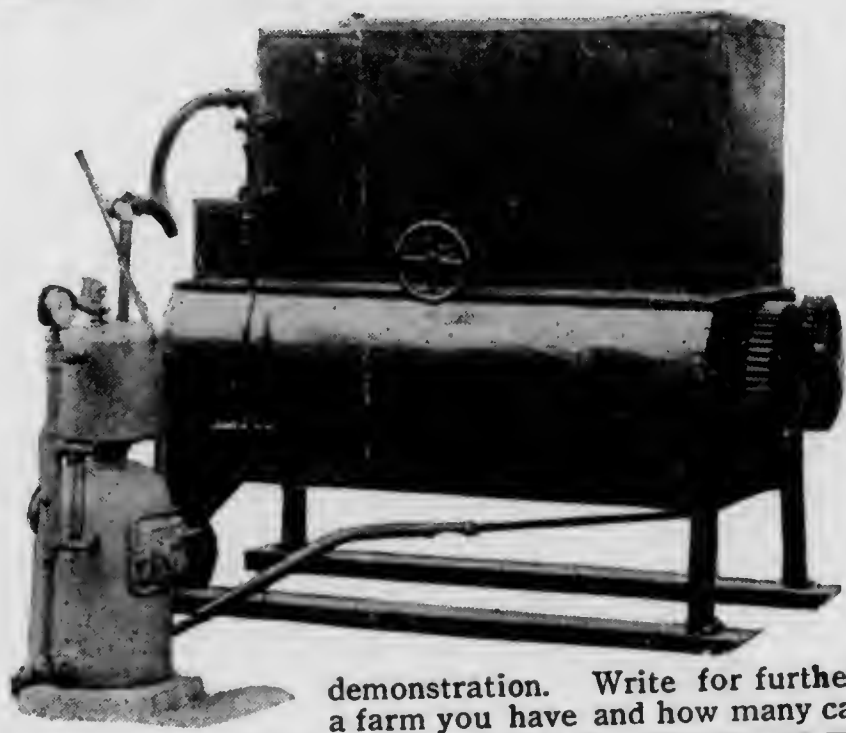
DURABLE and STRONG  
There is nothing of greater importance in Dairy Barn Equipment than the Stanchion by which the cow is held. It should be strong and durable to hold the cow securely and yet allow her all the freedom of movement necessary for her comfort.



### STOVER ROUGHAGE GRINDER

This machine will pay for itself in a comparatively short time when figuring the cost of custom work, or the cost of prepared feed, to say nothing of the convenience of machine that is available whenever it is convenient for the owner to operate it, thus being independent of the custom grinder and avoiding the high-priced prepared feed containing filler of little or no feeding value.

## LISH HOT PROCESS FEED MIXER



Cut your feed bills in half—you are paying twice as much for your dairy feeds as you now get for the grains you raise. With a roughage grinder and a Lish Hot Process Feed Mixer you can use the rough fodder which now goes into the barnyard as a waste product. Grind this material with the grains you are raising on your farm. Mix it all with molasses in a Lish Hot Process Feed Mixer and you will have a balanced dairy ration superior in quality to any feed you can buy, and at half the price. You cannot afford to overlook this opportunity. We can prove everything we say with a demonstration. Write for further particulars, stating how large a farm you have and how many cattle you keep.

### MILK CANS



Built for Service  
—  
Best Quality  
—  
Heavy Iron  
—  
Well Tinned

Prices less than doz. lots  
40 quarts - - \$4.75  
30 " - - 4.45  
20 " - - 3.80

### MILK SCALES



30 lb. \$5.00  
60 lb. \$6.00

Locate Your Boarder Cow  
An accurate record is a money maker

### CLEAN MILK CANS THE B-K WAY

PRICE  
1 gal. - \$3.00  
5 gal. Carboy - \$12.50

Order a Trial Gallon Today



Every one who is interested in a higher price for a better milk should purify his cans the B-K way. It removes one of the milk producers great troubles.

### Sterilac Sanitary Milk Pail



Write for Prices on Different Styles of Small Top Milk Pails

WILMINGTON STORE:  
216 West 7th St.  
WILMINGTON, DEL.  
Bell Phone  
Wilmington 6405-W

## PHILADELPHIA FARMERS AND DAIRYMENS SUPPLY COMPANY

INCORPORATED  
1916-1918 MARKET STREET - PHILADELPHIA

Bell Phone

Locust 1018

Locust 2057

Keystone Phone

Race 2632

Please check below the items in which you may be interested and mail same to us.

<input type="checkbox"/> Seeding Machinery	<input type="checkbox"/> Butter Churns	<input type="checkbox"/> Milking Pails	<input type="checkbox"/> Milk Cans	<input type="checkbox"/> Plows	<input type="checkbox"/> Brooders	<input type="checkbox"/> Pumps	<input type="checkbox"/> B-K Disinfectant
<input type="checkbox"/> Wire Fence	<input type="checkbox"/> Cream Separators	<input type="checkbox"/> Parchment Paper	<input type="checkbox"/> Milk Bottles	<input type="checkbox"/> Wagons and Farm Carts	<input type="checkbox"/> Barn Equipment	<input type="checkbox"/> Ventilators	<input type="checkbox"/> Sprayers
<input type="checkbox"/> Pasteurizers and Vats	<input type="checkbox"/> Milk Bottle Caps	<input type="checkbox"/> Tractors	<input type="checkbox"/> Wyandotte Washing Powder	<input type="checkbox"/> Harvest Machinery	<input type="checkbox"/> Gould Pumps	<input type="checkbox"/> Feed Mixers	<input type="checkbox"/> Feed Grinders

Name

Address

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., NOVEMBER, 1921

NUMBER 7

## OCTOBER MARKET CONDITIONS

### MILK SUPPLY CONTINUES HEAVY NOVEMBER PRICES UNCHANGED

Favorable weather conditions have resulted in a continued large supply of milk in practically all districts tributary to the Philadelphia Market. Many dairymen are still pasturing cattle. There have been scarcely any real killing frosts and light feeding to supplement the pasture available results in continued high yields.

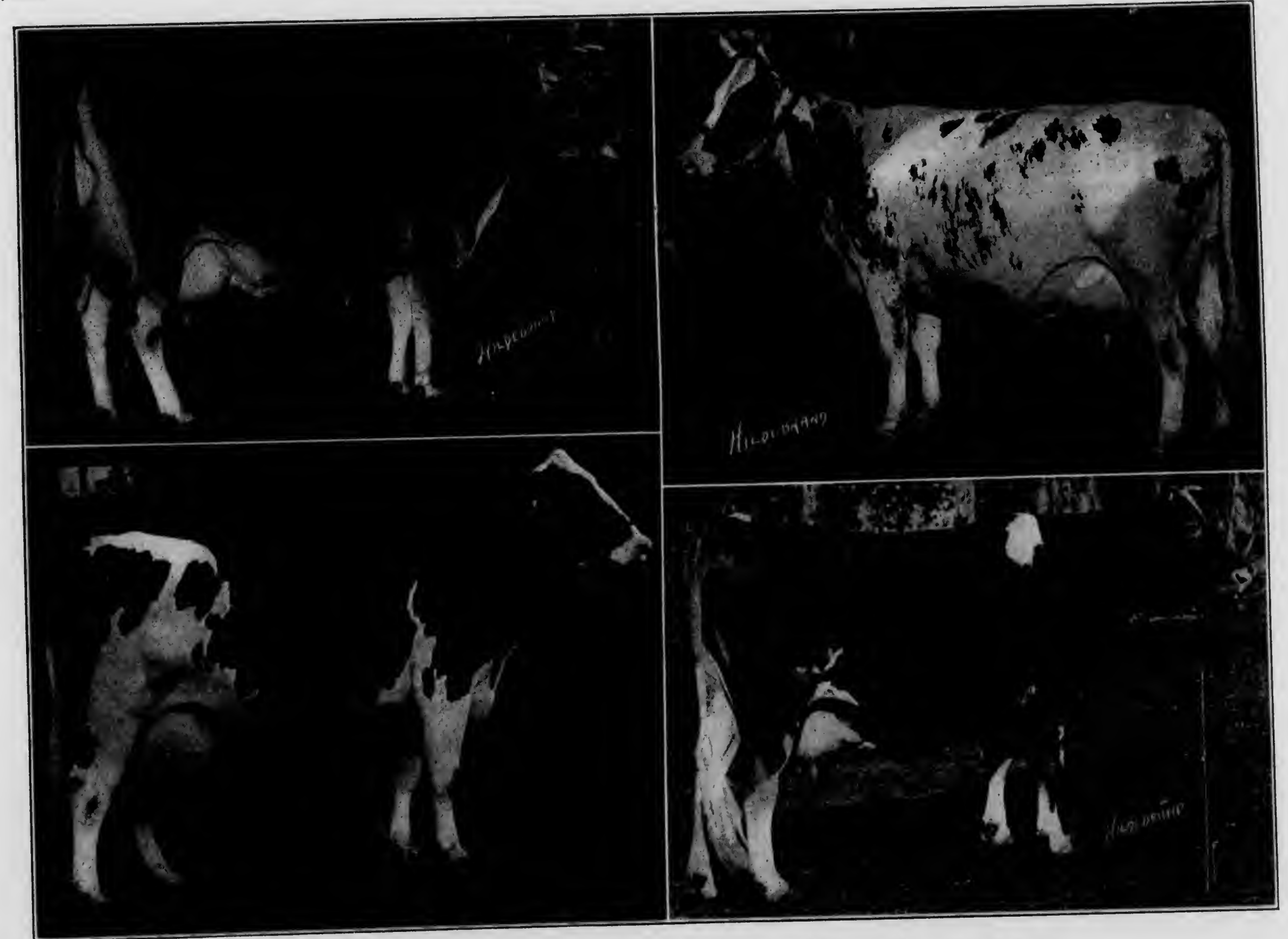
plus is considered as existing. Under these circumstances all milk shipped is considered as basic milk and the producer is paid on that basis. Nevertheless, in many instances, distributors have not been able to dispose of the full quantities of milk received for fluid consumption. This is, no doubt, due to the decreased buying power which

## THE DISTRIBUTION OF MILK

### BY H. D. ALLEBACH, VICE PRESIDENT INTER-STATE MILK PRODUCERS ASSOCIATION

The importance of the milk distribution problem in the great cities of the United States has never been fully realized until recently. Fluid milk is a necessity for public health, especially for growing children and infants, and we feel that Philadelphia has taken advanced steps in the economical distribution of milk in that territory.

the employer so that the greatest work is accomplished with the least trouble. There have been no milk strikes. Every agency has helped to bring about mutual co-operation and all with a common view in that it is looking toward a satisfied consumer. In the carrying out of this work, we have had the help and co-operation of



Grand Champion and Senior Champion Cows 1921 National Dairy Show (see page 11)

There has also been the natural increase in production at this season, due to the fact that dairymen are making basic production quantities, on which the normal supply of milk, for which the basic price will be paid in 1922, will be established.

The price paid for all milk delivered during October is based on 64 cents per quart, delivered in Philadelphia, or \$2.27 per hundred pounds at receiving stations in the 50 mile zone, for grade B, or market milk testing 4% butterfat.

Under the Philadelphia Selling Plan, the flow of milk in October, November and December is considered as representing normal consumption and no sur-

prevails in practically all industrial communities, due to the lack of employment on the part of the wage earner. At the same time it is evident that those who can buy milk are purchasing larger quantities, as is shown by statistics available. Much of this increase can and has been directly traced to the publicity and advertising campaign which has been conducted in Philadelphia and nearby cities in the Philadelphia Milk Shed.

Platform conditions have been spotty and irregular throughout October. At times, some of the smaller dealers have been short of milk and the market would be firm for a day or two, but on the

The Governor's Milk Commission in 1916 showed the importance of publicity in connection with the marketing of milk to the consumer. Since then we have had the co-operation of the farmers, distributors and the consumer to help stabilize the market and make possible economical methods which placed the Philadelphia milk industry in the foremost rank.

The economic problems of city distribution have been carefully considered and analyzed with the result that we have in Philadelphia, a larger land per wagon than in any other city. There is a minimum overlapping of territories. Labor has worked in co-operation with

Dr. Clyde L. King, of the Wharton School, University of Pennsylvania, formerly Milk Price Arbitrator for the State of Pennsylvania. The State Department of Agriculture, through Secretary Rasmussen, has also assisted in the work. We are also indebted to the local newspapers for their assistance in presenting to the public through their columns our activities.

We are also indebted to the State Colleges, who directly as well as through County Agents, have aided in the formation of the policies and methods now in operation. The farmers and the distributors are working in accord to bring about

(Continued on page 9)

(Continued on page 7)



## STRONG RESOLUTIONS TO ABOLISH IMITATION MILK FARM AND DAIRY INTERESTS SUPPORT VOIGHT BILL

### VOIGHT BILL SUPPORTED AT NATIONAL DAIRY SHOW

A general call of the leaders of the dairy industry to discuss the pending Congressional legislation on "Filled Milk," to harmonize views and to make public a declaration of our position which can be used by everyone in the industry in every part of the nation was made at the National Dairy Show, St. Paul, Minnesota, over the names of H. E. Van Norman, President of the National Dairy Association, and M. D. Mann, President National Dairy Council, to be held at the "Dairy Club" following luncheon, Wednesday, October 12th.

"Representatives of dairy organizations, it is stated, have already rendered valuable service in Washington, but as there was some difference of opinion as to the best course to pursue they should have the benefit of a clear expression of opinion and the undivided support of the entire industry.

"Moreover, all eyes are focused on this gathering of leaders and a positive and authoritative statement is naturally expected, not only as to our opposition to this menace that confronts us all, but as to the specific kind of restriction that will best serve to accomplish the desired result."

The call developed such a large attendance, that, following the luncheon the meeting was transferred to the convention hall, where a full and complete discussion of the subject was held.

The following resolution was presented by Richard Pattee, chairman of the Dairy Committee of Eleven.

Whereas, The manufacture, sale and use of bogus milk compounds is a growing menace to public health, as well as unfair competition with the dairy industry, and

Whereas, The Voight Bill (H. R. 8086), now pending in the Congress, has been reported favorably by the House Committee on Agriculture, and as it is now obvious that it is possible and probable that this bill can be enacted into law, thereby prohibiting the movement of such compounds in inter-state commerce.

Therefore, Be it resolved, That the conference of dairy interests assembled at the National Dairy Show in St. Paul, Minnesota, October 12, 1921, composed of representatives of national dairy organizations, affirm our support of the Voight Bill and urge its passage by the Congress in the interest of the public welfare.

In discussing this resolution it was stated that J. Wallace Bryan, Esq., Baltimore, Md., in a 19 page opinion, had supported the constitutionality of the Voight Bill H. R. 8086, and supported the proposition that Congress has the power to prohibit the inter-state transportation of so-called "Filled Milk."

On motion the resolution was unanimously adopted, approved and agreed to by those in attendance whose names follow:

Harry Hartke, Director Queen City Milk Producers Association, Cincinnati; L. W. Nelson, of Polk county, Wisconsin; E. D. Waid, Ohio Farm Bureau Federation; P. S. Brennan, President Dairy-men's Co-operative Sales Co. of Pittsburgh; R. H. Reed, Secretary Michigan Milk Producers Association; H. R.

Leonard, Manager Twin Cities Milk Producers Association; A. M. Loomis (in individual capacity); R. W. Balderston, Secretary Inter-State Milk Producers Association, Philadelphia, Pa.; C. E. Hough, Connecticut Milk Producers Association, Hartford, Conn.; Henry Krumrey, President Wisconsin Cheese Producers Association. C. A. Hutton, Secretary Tennessee Dairy Association, Knoxville, Tenn.; W. P. D. Lockwood, New England Dairy Council, Boston, Mass.; J. V. Lingerfelder, General Manager and Secretary Iowa Dairy Marketing Association; George E. Morton, State Dairy Commissioner of Colorado; E. R. Salisbury, Comstock Co-operative Creamery Company, Comstock, Wis.; James Flanagan, Wyatteville Co-operative Creamery Co., Lewiston, Minn.; J. H. McCay, Farmers Elevator, Selfridge, North Dakota; W. H. Bronson, New England Milk Producers Association; J. D. Miller, Vice-President and General Counsel of Dairy-men's League, Inc., New York; Richard Pattee, Chairman of "Dairy Committee of Eleven"; Chas. W. Holman, Acting Secretary National Milk Producers Association; E. G. Fisher, of Montana; F. H. Harvey, Director Associated Dairy-men of Calif.; John Brandt, Secretary Minnesota Co-operative Creamery Association; F. E. Lammers, Twin City Milk Producers Association; H. B. Nickerson, President Minnesota Creameries Association; J. A. Scollard, United Dairy Association, Washington; A. A. Miller, Pennsylvania State Dairy Council; J. G. Moore, Wisconsin Dairy Protective Association; F. L. Farley, Vice President Minnesota Creameries Association.

### PENNSYLVANIA STATE CHAMBER OF COMMERCE ENDORSES VOIGHT BILL

At the third annual convention of the Pennsylvania State Chamber of Commerce, held in Harrisburg, Pa., October 10th-11th, 1920, resolutions adopted included the following:

#### Filled Milk

Whereas: The article known as filled milk has been shown at the hearings before our recent legislature to be adversely affecting our great dairy industry and

Whereas: The said article is regarded by medical authorities as an inferior substitute for milk, lacking the health giving substances contained in the natural milk that are essential to the well being of the people of the commonwealth, especially the children; therefore, be it resolved:

That, The Pennsylvania State Chamber of Commerce is of the opinion that this article should be excluded from the privilege of inter-state commerce as provided in the Voight Bill, now before Congress and with this end in view, endorses said bill and asks for its passage.

Resolutions were also adopted in which the Chamber reiterates in the establishment, without further delay, of a great state agricultural and industrial exposition, and in the promotion of agriculture and renewed its endorsement for such appropriations to State Colleges as will enable it to discharge fully its responsibilities to the people of the commonwealth.

### NATIONAL BOARD OF FARM ORGANIZATIONS

#### Endorses Voight Bill — Following Resolutions Adopted

A serious condition menaces the dairy world. A counterfeit product has appeared on the markets, made in imitation of evaporated milk and other milk products. These products are being sold as substitutes for genuine milk products. In many proven instances evaporated compounds have been sold as milk by merchants, although branded various names, such as Hebe, Carole, Enzo, Silver Key, Nutro, and Nyko. These compounds are made by the extraction of butterfat from whole milk and substituting therefor approximately an equal quantity of coconut oil, imported from the Orient. This oil can be had ordinarily at one-fourth the price of butterfat. In 1920 nearly 8 million pounds of coconut oil were used in the making of 84,044,000 pounds of these compounds. This practice constitutes a serious economic menace to the dairy industry. Dairy farmers cannot hope to compete with the coolie grown coconut tree.

Scientists of international renown, such as Dr. E. V. McCollum, of John Hopkins University, and Prof. E. B. Hart, of the University of Wisconsin, have, through their studies, demonstrated that coconut oil does not contain vitamins so essential to animal growth. Dr. McCollum stated before the House Committee on Agriculture that the feeding of these imitation milks to children in place of a milk diet would in three or four months produce rickets. A great increase in the consumption of these compounds would therefore produce a serious nutrition problem for the American people since the product is defective.

The bogus milk industry is in its infancy. Now is the time for American people to determine whether they will permit this counterfeit to rob them of vitality in order to profit a few individuals.

We denounce the traffic as a form of commercial immorality. We urge that Congress and the various State governments exterminate this traffic. We endorse prohibitory State measures such as passed the Legislature of Wisconsin this year, and we unqualifiedly endorse the Voight Bill H. R. 8086, which seeks to prohibit the movement of this product in Inter-State Commerce. This bill has been favorably reported by the House Committee on Agriculture by a vote of 14 to 4. We urge the passage of this bill by Congress and we call upon the publishers throughout the United States to refuse bogus milk advertisements and to lend their aid in stamping out this insidious traffic which threatens to undermine the public health. Especially do we urge the consumers organizations of the United States, such as the General Federation of Women's Clubs, the National League of Women Voters and the Consumers' League, to join us in this fight.

We also warn consumers of the new compound which uses coconut oil in ice cream mixtures. We urge Federal and State legislation to prohibit its use in this connection.

(Signed) Hon. C. S. Barrett, Chairman  
C. A. Lyman, Secretary

### NATIONAL MILK PRODUCERS FEDERATION

The executive committee of the National Milk Producers Federation met in session at the Hotel Ryan, St. Paul, October 10th and 11th, in connection with the National Dairy Show.

There was a very representative attendance embracing members from the New England, Middle Atlantic, Middle West, Northwest and the Pacific Coast States.

Considerable business of a general nature was transacted.

A large part of the committee's time was given to the consideration of the imitation or filled milk situation. The Voight Bill H. R. 8086, now before Congress, was discussed in detail and on the receipt of advices from J. Wallace Bryan, Esq., Baltimore, Md., an authoritative constitutional attorney, that the Voight Bill, also spoken as the "prohibitory measure," was constitutional and that Congress has the power to prohibit the inter-state transportation of so-called "filled milks," the Federation went on record as being favorable to that bill and urged its passage by Congress.

The executive committee also decided that the fifth annual meeting of the Federation would be held in Cincinnati, Ohio, November 28-29, with headquarters at the Hotel Gibson. A program is being arranged which will combine discussions by notable authorities of market milk problems and those of immediate interest to the member associations.

### ANNUAL MEETING FOR INTER-STATE WOMEN

A special invitation is given the women of attend the annual meeting of the Inter-State Milk Producers Association, on Monday, December 5, 1921, at the Adelphia Hotel, Philadelphia. Plans have been made for the entertainment of all women who attend.

A committee of five women will be in the lobby of the Adelphia Hotel at 9 A. M. to meet the guests and accompany them around the city. Opportunity will be given for a sight-seeing tour of the city, a shopping tour through the department stores or a pilgrimage to places of historical interest, etc.

At 12 o'clock noon, all the women will again assemble in the hotel lobby, after which they will proceed to a luncheon at which time they may elect their officers and discuss plans for next year's meeting.

If you cannot come at 9 o'clock, come at 12 o'clock. The committee will be at the service of the guests and no efforts will be spared for their comfort.

After the luncheon the women will be given an opportunity to meet with the men at the regular afternoon meeting of the association. It is hoped every one will stay over for the regular banquet and evening meeting.

Let every member of the Inter-State Milk Producers Association make it his business to attend the annual meeting this year and bring his wife with him. Let us make this the best annual meeting the Inter-State Milk Producers Association has ever held. Come on—let's go!

MRS. NEWTON S. GOTTSCHALL.

### ELECTRICITY ON THE MODERN DAIRY FARM

Farmers are practical men. They are ever interested in improvements that make it possible for them to do their work more efficiently and more economically, to conserve time and energy, and to make their homes more convenient and attractive.

Among these improvements the farm electric power and light plant stands foremost, for with this may be had all the conveniences enjoyed by those who have central station service.

The modern power and light plant not only furnishes current for electric light, but also plenty of electric power to do barn work and house work too.

Electric power has an especial value to the dairy farmer because it helps to eliminate the drudgery of hand milking, separating, and other tasks incidental to dairying.

Experimental station data and testimony from users has established the fact that milkers are both economical and practical. In view of this, it is readily seen that power is indispensable to the modern dairy farm equipment.

Some power and light outfits are equipped with a pulley, which, belted to the milker pump will operate it at the same time it is charging the battery.

Fuel costs are usually low, very often requiring no larger quantity than used for kerosene lamps and lanterns. The cost of operating is small.

These are but a few of the reasons why the power and light outfit is chosen by so many dairymen who wish to realize the most from their investment in power equipment.

They can operate their separators, washers and so on with electric motors. These need not be stationary motors necessarily. Portable motors are made which can be carried easily from one job to another. When making butter, a motor will turn the churn and operate the butter worker just as easily as it operates the separator.

The work done, a simple snap of a switch or turn of plug prevents any wastage of current. Electric power used to operate automatic water systems saving many steps and much hard work pumping and carrying water for the cows.

Electric light, available anywhere at the flip of a switch, not only makes it easier to see when doing early morning or evening work, but it greatly reduces the fire hazard. Besides, it saves all the disagreeable and time-consuming work of cleaning, trimming and filling lamps and lanterns.

The demand for dairy foods has received a strong impetus. Campaigns conducted by health agencies have taught the public the great value of dairy products and the dairy farmer who sees to it that he installs equipment which will reduce his labor requirements and facilitate his work will be the gainer. He will do well to investigate all the advantages of electric power and light plants before buying his equipment.

The good wife should accompany him when he makes this investigation, so she can see for herself, the many ways she, too, would benefit by doing the work electrically. The same outfit that does the barn work and the dairy work will also do the sweeping, the washing, the ironing, and the dish washing—to say nothing of supplying running water needed for household and bathroom requirements.

### Milk for Health

### ORGANIZE OR BUST

A certain farmer failed to get his hens to lay. He fed them corn, wheat, oats, buttermilk and meat scrap, and still they refused. So he got a chemist to mix him a feed containing exactly so many yolks, so many whites and so many shells, and made it so appetizing that the more the hens ate the more they wanted. The hens started to eat and the food started to make yolks, whites and shells, and the hens had to lay or "Bust." So it is with the farmer, he must

### ORGANIZE OR BUST

Some farmers see the advantage of organization, but their neighbors are just as indifferent. The organization man waxes eloquent until he feels he will "Bust," mentally or maybe physically. Let us spread this enthusiasm or we may all "Bust" financially.

### ORGANIZE OR BUST

—E. G. K.

### INTER-STATE MILK PRODUCERS ASSO'N

#### Fifth Annual Meeting

Have you made your arrangements to attend? Monday and Tuesday, December 5th and 6th, Adelphia Hotel, Philadelphia. This annual meeting represents a gathering of members and representatives from Pennsylvania, Maryland, New Jersey and Delaware—all producers of milk. It is your association. At this meeting reports of your officers will be presented. Here will be discussed the work of the past year, plans for the future and a clean and concise presentation of conditions as they exist today. It's the big educational meeting of the association and you should not miss it.

At this meeting will be elected directors to serve your association during

least twenty-five active members shall be duly represented at the annual meeting, it was decided by resolution, that the association pay the railroad fares, to and from the meeting, of one accredited delegate from such local, when such delegate presents to the secretary of the organization, at the time of the meeting, the following credentials, properly signed by the officers of such local.

Name of local No. members

#### Delegate's Certificate

Inter-State Milk Producers Assn., Philadelphia, Pa.

Gentlemen:—

This is to certify that Mr. . . . . . R. D. . . . Town. . . . . State. . . . . has been selected by . . . . . Local as its delegate to attend Annual Meeting of the Inter-State Milk Producers Association, December 5th-6th, 1921.

Signed

. . . . . President

. . . . . Secretary

Round trip fare from . . . . . to Philadelphia \$ . . . . .

Signed . . . . . Delegate

Under these circumstances there should be a better general representation of the membership at large than ever before, as the appointed delegate may look after members' proxies, vote the same, and should carry back home to his local a complete report of what took place at the meeting.

The annual sessions of the association will begin on Monday morning, December 6th, in the Roof Garden of the Adelphia Hotel, 13th and Chestnut Sts., Philadelphia, Pa.

The morning session, which will be for members only, will be called to order at 10:00 o'clock and will be given over to the election of directors, reports of the secretary and treasurer and the auditors and for the discussion of general market conditions. The afternoon session will also be executive in character. At this session, President F. P. Willits will make his annual report. Addresses will be made by John A. McSparran, Master Pennsylvania State Grange, and others.

#### The Annual Banquet

The annual banquet of the association will be held in the Adelphia Hotel. You don't want to miss this banquet. Here the spirit of good fellowship prevails. Good music, good eats, good speakers and a general good time.

At the banquet, motion pictures of some of the Inter-State Dairy Council's newest films will be shown.

Tickets for the banquet will cost \$2.50. Make your reservations for the banquet early—see the secretary or any member of the executive committee.

#### Tuesday's Session

Early in the morning, trips to various local distributing plants will be made. Here will be seen the latest methods for handling, pasteurizing and distributing milk. Visits to some of the large ice cream manufacturing plants will also be arranged. Register with the secretary, designating what plant you want to visit.

At 10:30 A. M. on Tuesday, the business session of the day will be called to order. At this meeting prominent speakers will address the members. Reviews will also be made of the progress shown by the work of the Philadelphia Inter-State Dairy Council and such business transacted as may not have been completed on the previous day.

(Continued on page 9)



Some of the home advantages of electricity on the farm

### INCORRECT TABULATION

A few hundred copies of the October issue of the Milk Producers Review went into the mails containing an incorrect tabulation of the percentages in the Philadelphia Selling Plan as it will apply in 1922. This was an error on the part of the printer and it was impossible to recall those few copies.

The error was in the percentages of basic milk in July, August and September, which read 100 per cent. each.

The correct tabulation is as follows:

January	100%
February	100%
March	100%
April	100%
May	100%
June	100%
July	110%
August	110%
September	115%

You will note that the amount of milk on which the basic price will be paid is July, 110%; August, 110%, and September, 115% of the basic quantity.

#### Weather and Milk

Clean milk is essential. Extreme care should be exercised during these wet days of fall to see that the cows are clean before milking. Keep the cow as free from mud and barnyard manure as you do the driving horse.



## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
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F. P. Willis, Managing Editor  
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### Editorial

It is a difficult proposition to satisfy everybody, all the time, particularly those dependent upon the public generally for the absorption of their products.

The great consuming public is a peculiar people, which for some time has been in a very uncertain frame of mind.

Readjustment from war time conditions have not only dealt harshly with the producer of milk and grower of farm products, but with general manufacturers as well, and more particularly with the public at large.

Dairy men and farmers have, for some time, been forced to market their products at prices that do not return, in many cases, cost of production, let alone a profit. In many instances this has been due to a plentiful supply, not more than could be consumed, in times of plenty, from the wage earner's standpoint but more than can be absorbed under the decreased earning power of the public at large.

Milk production has been steadily increasing during the year, and while consumption has shown large gains in the Philadelphia market, due to the intensive advertising campaign which has been conducted by the Inter-State Dairy Council, there has been a constant supply in excess of the demand.

It is believed that production at this time is as large as consumption will absorb and may continue so during the remainder of the year. Two factors have a bearing on this condition. One is the disposition to increase cow holdings to absorb low price home grown grains, which can be more profitably marketed in the shape of milk and thereby increasing the normal supply, and second, the amount of milk in nearby territories, which is only awaiting a slightly more favorable price, to enable it to be dumped on this market. Increased supply from either the above sources would, it is believed, have a demoralizing effect on the local market.

That more milk is being consumed by the public generally in the Philadelphia market is evident by the reports received as to the volume of milk coming into the city each month. In other words, buyers

who can afford to purchase milk are using more milk, but there is a vast number in Philadelphia, who, for economic reasons, are unable to purchase even their usual supplies, so that the tremendous increase in supply is being marketed under generally unfavorable circumstances.

In many markets where no effort has been made to advertise the value of milk as a food and where economic conditions are also unsatisfactory, consumption scarcely holds its own and surplus supplies are frequently offered in this market in the shape of cream.

As far as prices are concerned, this market is confronted with three conditions having a most important bearing on the situation: First, increased supply from our own territory; second, inflow of low price milk from nearby territories, and third, unfavorable economic conditions as far as the public is concerned.

Every one of these forces have a direct bearing on the price situation in this district, notwithstanding the fact that on a cost of production basis the milk producer is justly entitled to more money for his product. The economic governing factors dominate the situation at the present time and must be observed.

### MEETINGS OF LOCALS

There is a strong evidence apparent on the part of the locals of the Inter-State Milk Producers Association to take an active interest not only in their own affairs but also in those of their association.

If our members will read the reports of several of the locals, notably Christiana and Harborton, printed in this issue, they will note the plans for broadening the value of their own locals.

We have strongly advocated the monthly meeting plan as well as the preparation of a program of interest locally. There is such a wide scope in the field of betterment for the milk producer that can be obtained through co-operative work in the various locals that these advantages should not be neglected.

An active local co-operates more closely with the Inter-State itself and not only permits of a clearer understanding on all association matters, but aids materially in the effective work of the association on the whole.

### HONEYBROOK LOCAL

After many months of inactivity, the Honeybrook, Chester County, Pa. local held a regular booster meeting in the Honeybrook Grange Hall, Monday evening, October 17th. About fifty dairy men were present.

The meeting was called to order by president Harry K. Leslie, who introduced Frederick Shangle, Treasurer of the Inter-State Milk Producers Association, who made an address on organization and market conditions. Mr. E. R. Quackenbush, field man for the Inter-State, followed with a strong appeal for 100 per cent. membership. A great deal of valuable information was gained from these addresses.

It is the intention of this local to hold monthly meetings during the winter and to present each month a program of special interest to the dairy farmers. Plans are also under way to send an accredited delegate to the annual meeting of the Inter-State Milk Producers Association in December.

R. CHESTER ROSS,

Secretary.

### CHRISTIANA LOCAL

A meeting of the Christiana Local was held in Christiana on October 15th. The meeting was called to order by the president, Enos Kreider. Several matters of business were brought before the meeting. Joseph L. Walker was elected to fill the vacancy in the office of secretary, due to the resignation of B. F. Pownall. Allison Baker was elected as a delegate to attend the annual meeting of the Inter-State Milk Producers Association in December.

President Kreider suggested the need of a definite time and interesting program for the local meetings. He appointed a membership committee, Allison Baker, Robert McMullen and George Wise, whose duty it would be to increase the membership.

A program committee, consisting of Morrison Hilton, Scott Howder and Howard Brinton, was appointed to prepare for interesting topics to be discussed at each meeting.

The following suggestions and speakers have been arranged for the next meeting of the local:

Question for discussion—

"Can the farmer produce milk as profitably today as he could 20 or 30 years ago?" Speakers, Scott Houder, Amos Norton, Willis Kreider and Allison Baker.

Referred Questions—

"Is it more profitable to feed steers than to milk cows?" Opened by Mr. Joseph Walker.

"What does it cost to produce milk?" Opened by George Wise.

"Is the Guernsey cow more profitable than the Holstein?" Opened by Howard Brinton.

Frederick Shangle, treasurer, and Ira J. Book, director of the Inter-State Milk Producers Association, made brief addresses, emphasizing the need for closer co-operation. E. R. Quackenbush, Inter-State field man, made a forceful appeal to the farmers to show more personal interest in the affairs of the local and the Inter-State Association. He explained fully that the Inter-State was a milk producers organization, not simply one of a few officers directing affairs.

### HARBORTON (N. J.) LOCAL

The members of the Harborton Local held a well-attended meeting on October 26th, with President Wm. H. Hamilton in the chair and Secretary Rogers at his desk. Questions relating to the dairy business were discussed by those present. Paul B. Bennet of the Dairy Department, New Jersey Bureau of Markets and Frederick Shangle, Treasurer of the Inter-State Milk Producers Association, made addresses.

A delegate was selected to represent the local at the coming annual meeting of the Inter-State Milk Producers Association in December. A request was made at this meeting that the officers of the Inter-State Milk Producers Association, to do all in their power to have freight rates reduced and to reduce delivery costs of milk.

It was also decided to hold regular monthly meetings of the local on the fourth Wednesday of each month. Subjects for discussion at these meetings will be previously arranged. The subject for the November meeting is "Feeding." Members are requested to attend the meeting prepared to make a few remarks on the subject and a benefit to those attending would be assured.

Harborton Local has the right spirit and it is hoped that many other locals will follow the monthly meeting method with previously arranged programs.

### EXECUTIVE COMMITTEE HOLDS A MEETING

#### Price Situation Considered

The executive committee of the Inter-State Milk Producers Association held an all-day session on Monday, October 24, when plans for the coming annual meeting as well as business pertaining to the association and the consideration of the market from all angles, were taken up.

The committee having charge of the meeting headquarters, banquet and other matters pertaining to the annual meeting, made a full report.

Plans were made and a movement to meet with the railroad executives in this territory were started with a view of having freight rates on milk reduced. It is planned to have the entire committee meet the railroad officials in conference on this question.

#### Price Situation Considered

The committee reviewed in detail the conditions influencing the milk market in this district. That the producer was justified in asking for a higher price for his milk was unquestioned, but the question to decide was—were conditions of the market and supply and demand such as would warrant a higher price to the consumer without a demoralization of the market on the whole.

There is an over supply of milk in practically all of the territory surrounding this market. More and more farmers who have had large corn crops are increasing their herds and quite a number who have not been producing milk have put on cows to consume their own home grown crops. Corn at 35 to 50 cents a bushel, it is figured, can be marketed more profitably in milk than in the grain.

In nearby territory large quantities of milk are awaiting a favorable opportunity to get into this market.

The economic condition of consumers is largely unchanged. Vast numbers are out of employment. Agitation regarding railroad operations have contributed to the unrest. Some wage earners are using more milk—statistics prove this, but there are many in the cities who cannot afford to spend any more money for their milk supply. Higher prices would open the doors to outside milk, now unabsorbed in other nearby markets.

There is also to be considered the competition of canned milks. These evaporated and condensed milks are made largely outside this territory and usually from very low priced milk. Evaporated unsweetened condensed milks are freely retailed at 9 to 10 cents per can (equivalent to one quart of whole milk).

There has been a continued large supply of fluid milk. Many producers were still pasturing cows, and weather conditions have been particularly favorable at this time. Under the circumstances, conditions favor a continued large supply of milk, continued pressure on the market from outside milk and relatively little immediate chance for improvement in consumption. Under these conditions it was believed best, for the time, to continue the present basis of prices.



## LATEST MARKET PRICES

OCTOBER PRICES			
All milk shipped during October, November and December is paid for as basic milk. The quantities established by these months fix the basic quantity of milk on which producers will be paid during 1922.			
From these prices one cent per 46 quarts (or one cent per 100 pounds) is to be deducted by the buyer, which together with the buyer, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.			
Test Per cent.	Price per 100 lbs.	Basic Price per quart	Basic Price per 100 lbs.
3.1	\$2.47	5.35	5.35
3.2	2.51	5.45	5.45
3.3	2.55	5.55	5.55
3.4	2.59	5.65	5.65
3.5	2.63	5.75	5.75
3.6	2.67	5.85	5.85
3.7	2.71	5.95	5.95
3.8	2.75	6.05	6.05
3.9	2.79	6.15	6.15
4.0	2.83	6.25	6.25
4.1	2.87	6.35	6.35
4.2	2.91	6.45	6.45
4.3	2.95	6.55	6.55
4.4	2.99	6.65	6.65
4.5	3.03	6.75	6.75
4.6	3.07	6.85	6.85
4.7	3.11	6.95	6.95
4.8	3.15	7.05	7.05
4.9	3.19	7.15	7.15
5.0	3.23	7.25	7.25

When the milk is not tested the price f. o. b. Philadelphia is 6 1/4 cents per quart.

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### NOVEMBER RECEIVING STATION PRICES

Freight and Receiving Station Charges Deducted	Miles plus 4% war tax	3% war tax	Basic Price
1 to 10 incl.	2.85	1.96	1.96
11 to 20 "	2.85	1.96	1.96
21 to 30 "	2.85	1.96	1.96
31 to 40 "	2.85	1.96	1.96
41 to 50 "	2.85	1.96	1.96
51 to 60 "	2.85	1.96	1.96
61 to 70 "	2.85	1.96	1.96
71 to 80 "	2.85	1.96	1.96
81 to 90 "	2.85	1.96	1.96
91 to 100 "	2.85	1.96	1.96
101 to 110 "	2.85	1.96	1.96
111 to 120 "	2.85	1.96	1.96
121 to 130 "	2.85	1.96	1.96
131 to 140 "	2.85	1.96	1.96
141 to 150 "	2.85	1.96	1.96
151 to 160 "	2.85	1.96	1.96
161 to 170 "	2.85	1.96	1.96
171 to 180 "	2.85	1.96	1.96
181 to 190 "	2.85	1.96	1.96
191 to 200 "	2.85	1.96	1.96
201 to 210 "	2.85	1.96	1.96
211 to 220 "	2.85	1.96	1.96
221 to 230 "	2.85	1.96	1.96
231 to 240 "	2.85	1.96	1.96
241 to 250 "	2.85	1.96	1.96
251 to 260 "	2.85	1.96	1.96
261 to 270 "	2.85	1.96	1.96
271 to 280 "	2.85	1.96	1.96
281 to 290 "	2.85	1.96	1.96
291 to 300 "	2.85	1.96	1.96

### MONTHLY PRICES OF GRADE B OR MARKET MILK

F. O. B. Philadelphia and at receiving stations in the 50 mile zone at 3 per cent. butterfat. Four-tenths of a cent being added or deducted for each one-tenth per cent. fat above or below 3 per cent.

Subject to Board of Health Regulations

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# FIFTH ANNUAL MEETING

— of the —

## Stockholders of the Inter-State Milk Producers' Assn.

WILL BE HELD

at the Adelphia Hotel, 13th and Chestnut Sts.

PHILADELPHIA, PA.

Monday and Tuesday, December 5th and 6th, 1921

In accordance with the By-Laws, the Stockholders will meet at the Adelphia Hotel, 13th and Chestnut Streets, Philadelphia, Pa., Monday, December 5th, 1921, at 10.00 A. M., for the purpose of filling vacancies in the Board of Directors, hearing reports of officers, and the transaction of such business as may be necessary. If you cannot be present, personally, send your proxy.

### Proposed Program

MONDAY, DECEMBER 5th, 1921

10.00 a. m. Election of Directors, Reports of the Secretary, Treasurer and Auditors. Discussion of General Market Conditions.

2.00 p. m. Address of the President, F. P. WILLITS.  
Address by JOHN A. McSPARREN, Master Penna. State Grange

Special Entertainment for the Ladies

### Annual Banquet

at the ADELPHIA HOTEL, MONDAY DECEMBER 5th, at 6.00 p. m.

GOOD MUSIC

GOOD EATS

GOOD SPEAKERS

You Don't Want to Miss the Banquet

Tickets \$2.50

Write the Secretary for Reservations at Once

Addresses will be made by Prominent speakers from Pennsylvania, New Jersey, Maryland and Delaware

TUESDAY, DECEMBER 6th, 1921

8.00 a. m. Personally conducted visits to local milk platforms and large pasteurizing, bottling and milk distributing and ice cream plants.

10.30 a. m. Concluding Business Session.  
Address by Dean R. L. WATTS, Pennsylvania State College.  
Hon. FRED RASMUSSEN, Sec'y Agriculture, Pennsylvania.  
Dr. T. B. SYMONS, Director Co-operative Extension, Maryland State University, and others.

F. P. WILLITS, President.

R. W. BALDERSTON, Secretary.

Address all communications to the The Interstate Milk Producers' Association, 720-1-2-3 Heed Building, Philadelphia, Pa.

IF YOU CANNOT ATTEND, SIGN, DETACH AND GIVE TO YOUR REPRESENTATIVE OR SEND TO THE SECRETARY OR OTHER OFFICER OF THE ASSOCIATION, THE FOLLOWING PROXY:

INTERSTATE MILK PRODUCERS' ASSOCIATION  
Incorporated 1917

Registered with  
Corporation Trust Company of America  
Wilmington, Delaware

PROXY—Stockholders Meeting

### Know All Men by These Presents,

That I, the undersigned, being the owner of \_\_\_\_\_ shares of the capital stock of the corporation above named, do hereby constitute and appoint my true and lawful attorney in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Adelphia Hotel, 13th and Chestnut Sts., Philadelphia, Pennsylvania, on the Fifth day of December, 1921, and on such other day as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me in my name at the said meeting or meetings, in voting for directors of the said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this \_\_\_\_\_ day of \_\_\_\_\_, 1921.

Witness: \_\_\_\_\_

[Seal]

[Seal]

ENCLOSE 10 CENTS IN STAMPS WITH PROXY FOR REVENUE STAMPS



### That Whitewashing Job

in poultry houses, stables, pig pens, cellar or outbuilding can be done quickly and easily with a saving of time, labor and money if you will use Carbola instead of whitewash and disinfectants.

Carbola Takes the Meanness Out of the Job and Gives Better Results Besides. Carbola is a white paint and powerful disinfectant combined in powder form that mix with water and apply with brush or spray pump—that's all. No waiting or straining. No clogging sprayer. No peeling off. One gallon covers 200 square feet.

Carbola is used on thousands of farms to help put the buildings in that clean, sanitary condition that is such a help in avoiding the losses caused by lice, mites and many of the contagious diseases that affect poultry and livestock. The dry Carbola is an excellent house powder.

Your hardware, paint, seed or drug dealer has Carbola or can get it. If not, order direct. Satisfaction, or your money back.

10 lbs. (10 gals.) \$1.25 & postage  
20 lbs. (20 gals.) \$2.50 delivered  
50 lbs. (50 gals.) \$5.00 delivered  
200 lbs. (200 gals.) \$18.00 delivered  
Trial package and booklet 30c.

Add 25% for Texas and Rocky Mt. States.

CARBOLA CHEMICAL CO., Inc.  
Dept. W Long Island City, N. Y.

### Prest-O-Lite

STORAGE BATTERY  
Service Station

A battery recharged here is one charged properly—for it is constantly under competent observation when it is "on the line" and exacting care is taken to prevent overcharging or any other injury.

Your battery lasts longest when we handle it.

OUR SERVICE is unbiased and dependable.

Pusey & Young Storage  
Battery Station

WEST CHESTER, PA.

COATESVILLE, PA.

Statement of the ownership, management, circulation, etc., required by the Act of August 24, 1912, of Inter-State Milk Producers Review, published monthly at West Chester, Pa.

Editor, August A. Miller, Brookline, Del. County, Pa.; Managing Editor, F. P. Willits; Ward, Pa., Del. County; Business Manager, August A. Miller, Brookline, Del. County, Pa.; Publisher, Inter-State Milk Producers Association, Philadelphia, Pa.

Owners: (If a corporation, give its name and the names and addresses of stockholders holding 1 per cent. or more of total amount of stock. If not a corporation, give names and addresses of individual owners.) Inter-State Milk Producers Association, F. P. Willits, Ward, Pa.; H. D. Allebach, Trappe, Pa.; R. W. Balderston, Kennett Square, Pa.; F. Shangle, Trenton, N. J.; A. B. Waddington, Chester, Pa., and 13,500 others.

Know bond holders, mortgagees, and other security holders, holding 1 per cent. or more of total amount of bonds, mortgages, or other securities: (If there are none, so state.) None.

Average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above. (This information is required from daily newspapers only.)

Sworn to and subscribed before me this 9th day of April, 1921.

Peter P. Henry  
Notary Public  
My commission expires February 21, 1923

### OCTOBER MARKET CONDITIONS

(Continued from page 1)

whole, prices for platform milk have been below the general price basis. Prices on the average have ranged from five to six cents a quart. The lowest was 4½ cents. At the close of October, milk was in large supply and it was next to impossible to get a smaller dealer to take on any new dairies.

While higher prices have been looked for by some producers, it is evident from a careful survey of conditions, not only in this territory, but in other districts as well, that economic conditions scarcely permit any upward movement to the consumer at this time. A very sharp curtailment in consumption would follow any price advance. In one neighboring district such a move was made and after an advance in price, it became necessary to again place it on the old or lower basis.

There is plenty of milk in nearby territories awaiting an opportunity to be dumped in this market if prices were but a trifle higher. In nearly all the large primary markets the average yearly price has not been any greater than has been paid producers in this market, while the price paid by the consumer has invariably been lower in this territory than in other large consuming districts.

Butter prices during October were fairly steady. Ninety-two score creamery butter was quoted, early in the month, at 45 cents per pound. There was a gradual advance to 47½, where it held for about 10 days. At the close of the month, however, there was a weaker tendency due to heavy offerings and prices shaded off sharply. Reports are to the effect that there has been a good consumption of butter at these prices, and substitutes have not figured so actively. October saw the resumption of some movement in foreign butter. Over a million pounds of Danish butter came in during the month. Some Canadian butter was also in the market and there are prospects of heavy shipments from New Zealand as soon as colder weather sets in.



### TRENTON GRAND CHAMPION

The above reproduction shows Tidy Abhekirk Segis, blue ribbon, senior and grand champion cow at the Trenton Inter-State Fair, 1921.

This cow was bred by one of the oldest members of the Inter-State Milk Producers Association, residing at Shiloh, N. J., and was exhibited by the Alcyon Stock Farm, Pitman, N. J.

This is the first time that the grand championship honors have gone to South Jersey and breeders in that district are justly proud of it.

Active work continues in dairy tariff legislative work, particularly in connection with proposed legislation against imitation milk.

Mention The Review when  
to advertisers.

### PHILADELPHIA DAIRY COUNCIL ACTIVITIES

Both field and office work in connection with the Philadelphia Inter-State Dairy Council has made rapid strides during the past month.

Field forces have been very actively engaged in their several directions. In county work a week's "Better Milk" campaign with wonderful success was put on in Huntingdon county, Pa., Cecil county, Maryland, and Montgomery county, Pa., have also had "Better Milk" campaigns. The new motion picture film "The Turn in the Road" is meeting with marked approval wherever shown.

Plans are about completed for the purchase of a safety motion picture apparatus using "safety" films, whereby it will be possible to show not only the "Turn in the Road," but a number of the other Inter-State Dairy Council films in localities heretofore impossible, even with standard films and motion picture apparatus.

### Publicity Work in City

Exhibitions have been conducted, largely along nutritional lines at numerous indoor shows in Philadelphia. These include the recent Autumn Fair (negro) and Household Appliance Show. Here many children were measured and weighed and their standing in nutrition in a measure established. Plans are now being made for a two weeks exhibit at the Philadelphia Pure Food Show.

We are also entering the County Farm Products Shows in the Philadelphia territory, and plans have been completed to participate in Montgomery, Chester and Delaware counties in Pennsylvania and in Talbot county, Maryland.

An intensive campaign has been recently conducted in Johnstown, Pa., and plans are under way for participation in milk campaigns in other cities in the Philadelphia territory.

Poster contests have been inaugurated in a number of schools. Much good work, with increased interest in the use of milk by children has developed from these contests.

Nutritional work in the schools stands out prominently in good results obtained. In Philadelphia, nutrition classes began about October first. Eleven classes are being operated by the Philadelphia Health Council and five by the Board of Education. In all, about 800 under-nourished children are now receiving milk.

In the Elkins School Nutrition Class, two boys have already graduated, that is reached the normal weight line. One of these boys had never drank anything but tea and coffee. This month he has learned to drink two quarts of milk a day, and has gained ten pounds weight in three weeks. The other boy is now 5 pounds above weight, but intends to keep right on drinking milk.

### Milk Fairies Play

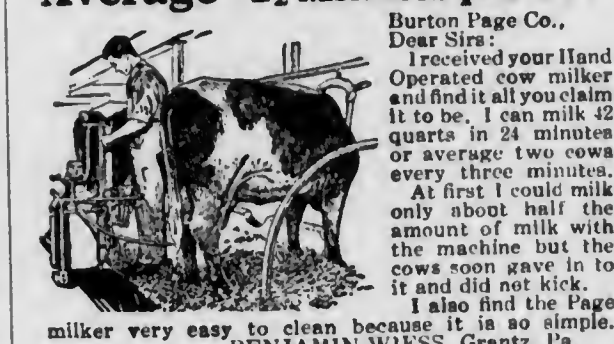
We are actively engaged in putting on the Milk Fairies Play in ten schools and community centers. There have been 12 performances during the month, at which the aggregate attendance, children and adults, was close to 10,000.

### New Plays

We are planning a series of short plays to be put on where the facilities in the schools, lack of auditorium room, numbers of children available, etc., will not permit of the use of the large caste necessary for the Fairy Play. These have been written by our own workers and first showings will be made during November.

## Milks 2 Cows in 3 Minutes

Average—1½ Minutes per Cow



No installation expense—run by hand

Also portable model run by electricity—no installation expense—also gas engine power—a TREMENDOUS improvement in machine milking. The milking machine problem solved! So find out—send for our free book. Find out also about our 4-Cow Milker.

### Milks Four Cows At Once!

Saves half the time—does double work. Find out. Catalog free. Try our double unit model; no installation expense. Any model afterward exchanged for a higher priced machine.

### 30 Days' FREE Trial

No C.O.D.—no deposit—no obligation. You try it—and your word goes! If not satisfactory, returnable at our expense after 30 milkings—If satisfactory, pay cash—or half cash and

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Or if you wish, straight \$1.00 a week or \$15.00 a month—easy payments to suit. We'll make that milker pay for itself every day as it goes along. It's a wonderful milker—simple—easy—sanitary—and you'll find it out while using it on free trial.

This direct, rock bottom price, free trial, easy payment offer is made only where we have a yet appointed no dealers nor agents—so ACT QUICK.

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661 West Lake Street, Chicago, Ill.

Please send me your free booklet containing the facts of milking machines and full details of your direct offer on the Page Milker.

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## COW TESTING ASSOCIATIONS

### SOUTHERN YORK COUNTY COW TESTING ASSOCIATION

During the month 25 herds, including 375 cows were on test in the Southern York County Cow Testing Association. Of this number 12 produced over 40 lbs. of butterfat and 19 over 1000 lbs. of milk, while 3 produced over 50 lbs. of butterfat and 4 over 1200 lbs. of milk.

The highest herd average was that of Stewart Bros., whose herd of 17 grade Holsteins averaged 816 lbs. of milk and 31.0 lbs. butterfat.

The highest single record was that of Nellie, owned by D. W. Bay & Son, Whiteford, Md., which produced 1128 lbs. of milk and 58.7 lbs. of butterfat.

During the month two new members joined the association. Four unprofitable cows were sold.

The ten highest cows in production of butterfat were as follows:

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
D. W. Bay & Son	Nellie	Gr. G.	1128	5.2	58.7
Stewart Bros.	No. 16	Gr. Hol.	1026	3.2	52.0
J. Roy Showalter	Rose	Gr. Hol.	1293	4.0	51.7
J. G. Hall	44354	Gr. Guer.	942	5.3	49.9
Dale Kilgore	Rose	Gr. Hol.	1284	3.7	47.5
Stewart Bros.	No. 19	Gr. Hol.	1164	4.1	46.0
Stewart Bros.	No. 7	Gr. Hol.	1122	3.3	44.9
D. W. Bay & Son	Helen	Gr. Jer.	1302	3.3	44.9
J. Roy Showalter	Maggie	Gr. Guer.	969	4.6	44.6
D. R. Pesey	No. 9	Mixed	1008	4.4	44.4

### YORK VALLEY COW TESTING ASSOCIATION

During the month 26 herds including 313 cows were on test in the York Valley Cow Testing Association. Of this number, 20 produced over 40 lbs. of butterfat and 5 produced over 50 lbs. fat; 44 produced over 1000 pounds of milk and 16 over 1200 lbs. of milk.

The highest herd average was that of H. E. Robertson, whose herd of 26 registered Holsteins averaged 890 lbs. of milk and 28.3 pounds of butterfat.

The highest single record was that of Lady May, owned by C. Allen May, and produced over 1476 lbs. of milk and 62.0 pounds of butterfat.

The ten highest cows in production of butterfat were as follows:

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
C. Allen May	Lady May	R. G.	1476	4.2	62.0
H. E. Robertson	Moontykes	R. H.	1863	3.3	61.5
C. Allen May	Lady Fancy	R. G.	1128	5.4	60.9
C. Allen May	Lady Belle	G. G.	1170	4.5	52.7
H. E. May	Cinderella	G. G.	1023	5.0	51.2
C. Allen May	141	R. H.	1506	3.3	49.7
H. E. Robertson	17	G. H.	1215	4.0	48.6
A. C. Kehr	Spot F.	R. H.	1371	3.5	48.1
C. E. Etnier	Bess	G. G.	843	5.7	48.1
A. G. Enig & Son	Whitie	G. H.	1467	3.2	46.9
H. S. Hays					

### HOTEL ACCOMMODATIONS for the ANNUAL MEETING

#### Headquarters Hotel

The Adelphi, 13th and Chestnut Sts.

#### Room Rates—

Single room with bath, \$5 and \$6 per day.  
Double room with bath, two beds, \$8 and \$9 per day.

#### Hotel Walton

Broad and Walnut Sts., 3 blocks from the Headquarters Hotel.

Single room without bath, \$3 per day.  
Single room with bath, \$4 per day.  
Double room with bath, \$5, \$6 and \$7 per day.

#### The Little Hotel

225 South Broad St.

#### Hotel Hamilton

1334 Walnut St.

#### Hotel Sussex

1312 Walnut St.

Rates range for single rooms without bath, at \$2.50 per day up to \$3 and \$5 with bath; double rooms with bath, ranging from \$3.50 to \$6 per day.

If delegates or members expecting to attend the annual meeting will make reservations at once, they will save inconvenience when reaching the city, or if they will advise the secretary, stating the kind and price room desired, reservation will be made for them.

Make your reservations as early as possible.

### DOES IT PAY?

At Hagerstown, Maryland, there is no milk producers organization. The Dry Milk Company paid \$1.00 per hundred pounds for three per cent. milk at this place for September. At Charlotte, Michigan, the same company paid \$1.50 per hundred pounds for three per cent. milk. At Adams, New York, in Dairy-men's League territory, the same company paid \$2.12½ for three per cent. milk for September. What conclusion would you draw?

—Dairymen's League News.

### A WORD OF COMMENT

R. W. Balderston, Secy.  
Inter-State Milk Producers Association  
Philadelphia, Pa.

Dear Sirs:—

On two occasions, recently, I have received reports from you on butterfat content of my milk. It is a great satisfaction to have you check up on the testing, etc. Hope you keep it up, as I feel it means many dollars to the shipper.

Sincerely,  
(Signed) EDWIN B. MAULE.

## DISTRIBUTION OF MILK

By H. D. Allebach, Vice President  
Inter-State Milk Producers Association

(Continued from page 1)

the most satisfactory results for the industry at large.

Even with the co-operation of all of the foregoing agencies, I feel that we are still short of a perfect economic organization. There still remains much to be done in the Philadelphia market. We have succeeded in supplying the consumer with milk at a price that has been lower to the public than that of the other neighboring large cities and dealers have been able to pay producers a price for their milk that has been, on the year's average, higher than in these same cities.

The Milk Producers organization has been endeavoring, through organized efforts to improve the milk supply of the Philadelphia shed. This is in itself a difficult proposition as the older farmers have a decidedly definite idea as to producing and marketing their milk.

I would urge the State Colleges to embody in their courses of instruction for the young farmers and men who intend to go out as County Agents, the fullest knowledge on the distribution and marketing of all farm products.

The underlying principle of the collective bargaining and marketing of farm products is just as important as that of larger production per acre in growing crops. In fact production and marketing must go hand in hand to obtain the best results. We must not fail to consider the consumer in all our plans and efforts. The consumer must be educated in the food value of our products, either from the cow or from the ground. The line of the least resistance is to furnish the consumer what he wants, but once established the quality and grade of product must be sustained. To reduce the grade or quality of any established farm product means business suicide.

The young men of the State Colleges should go out on graduation fully equipped to grapple with all the problems of production, marketing, and selling and should be able to impart their knowledge to the farmers who have not had equal advantages.

A pointed fact along the line of education of the consumer is illustrated in the present campaign of the Philadelphia Inter-State Dairy Council, which is endeavoring to show to the public the value of milk as a food, vitally necessary to promote health and growth of the human race, more particularly in infants and children. That there is no substitute for milk is being effectively advertised through the public schools and women's organizations. A campaign has also been started to improve the sanitary standards for milk as made on the farm. In this we have been ably supported by the county agents. Our efforts are proving successful and we believe that in the future the milk supply of the Philadelphia shed will be second to none.

We, as a farm organization, know there are many important factors that enter into the profitable distribution of milk at retail. I have not yet made up my mind that organizations of farmers, in small or large units can retail milk any cheaper than is being done in the Philadelphia territory.

Many things must be considered in this connection, the foremost of which is the health of the consumer. The boards of health all over the country are laying down more and more stringent regulations regarding the supply, handling and distribution of milk for public consumption and rightly so.

The milk plant of today is far removed from the methods of a generation ago. Cleanliness and wholesomeness of milk are prime factors involving pasteurization, clarifying, bottling and all that goes with the preparing of a clean, safe milk.

Farmers must consider what is involved in present day milk distribution, beginning with the Receiving Station and its equipment for receiving, cooling and shipping to the city. Once it reaches the city it must be clarified, pasteurized, cooled, bottled by machinery, distributed by wagon or truck and last but not least, collections must be made weekly from the consumer.

The farmer, as a rule, is hardly equipped or able to handle this complex business. His experience is limited. It requires highly skilled labor and executives to conduct, at a profit, the modern handling and distribution of the milk supply of the large cities of today.

If under the circumstances the foregoing statements are true, and I believe they are, then it is clearly the best plan for producers to market their milk through co-operative organizations and through that effort obtain the best prices possible under market conditions for their product.

I am glad to have had this opportunity of expressing our views as to the marketing of milk. No doubt in many minds I have not covered the subject as was expected, yet I earnestly believe that no organization of farmers will prove successful in marketing of milk unless they have the full confidence of the consumer, regardless of whom the distributor may be, and our aim in this effort is to get it to the consumer as cheaply as possible and at the same time pay the producer the world's marketing price.

Address by H. D. Allebach, Educational Conference, Pennsylvania State College.

### INTER-STATE MILK PRODUCERS ASSOCIATION Fifth Annual Meeting

(Continued from page 3)

#### Ladies Entertainment

This year plans have been made to take care of the ladies attending the annual meeting. A committee consisting of Mrs. F. M. Twining, Mrs. Robert F. Brinton, Mrs. Newton S. Gottshall, Mrs. A. B. Waddington, and Mrs. R. W. Balderston, has prepared plans to entertain the ladies, which are printed elsewhere in this issue.

Now the chief aim of every member should be to attend, if possible, if not hand your proxy to your accredited delegate and have him look after your interest. But one thing is absolutely necessary, and that is co-operation.

Lend your best effort toward that end and your organization cannot help but prove effective and beneficial to all.

The Berks County Farm Bureau inaugurated a Farmers and Dairymen's Auto Excursion on Friday, November 4th, which was run through upper Montgomery and Chester counties.

The proposed excursion planned visits to the farms of Levi Schultz estate, and Wm. Landis, near East Greenville; James L. Wood, at Red Hill; Elmer Detwiler, near Grater Ford; H. D. Allebach, near Trappe, and Laurel Rocks Farm, near Pottstown, Pa.

## Milk For Health

## Announcing— PERFECTION ELECTRIC MILKER

### The Biggest Improvement Yet Made In Milking Machines

**\$250.00**

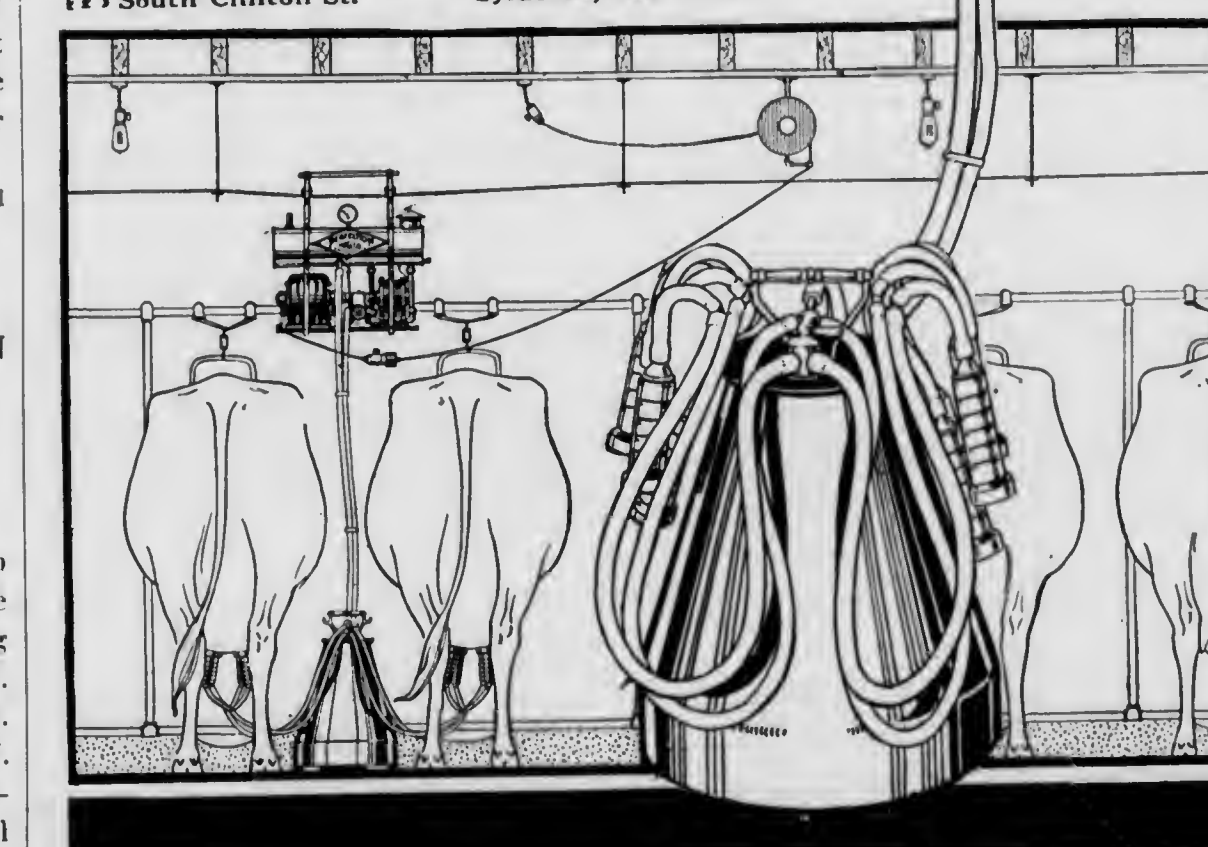
That is the opinion of hundreds of expert dairymen who saw the Perfection Electric at the Dairy Show. Breeders and dealers alike were unanimous in their verdict that it is a big improvement over anything ever before seen. Even competitors admitted it was a "mighty slick little machine" and others called it the "Sensation of the Dairy Show."

The gear-driven pulsator appealed especially to those who have had milking experience. The teat cups, the quality aluminum pail and the "Nature's Way" milking action are the same in the Perfection Electric as in the original Perfection—so popular on thousands of the best dairy farms in America and Europe.

For compactness, simplicity and reliability it has no equal. You can install it in an hour. Any farm electric light plant runs it. And the price puts it within reach of every farmer who milks cows. No piping to buy or install, no gas engine to bother with, no line shaft to put up, no belts to buy. Just stretch the wire cable over the cows for the power unit to run on, fasten up the reel for the extension cord, plug into a lamp socket, turn the button and milk. Nothing to get out of order.

The Perfection Electric will save money for any farmer who has six or more cows to milk if he has electricity. See your dealer or write direct for complete facts.

**Perfection Manufacturing Co.**  
2168 East Hennepin Ave. Minneapolis, Minnesota  
Eastern Branch Office:  
113 South Clinton St. Syracuse, New York



### THE DAIRY LABORATORIES

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### Consulting and Analytical Chemists

Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

### FLY SPRAY TO KEEP FLIES OFF DAIRY CATTLE

Chlorine Solution to Sterilize Milk Utensils

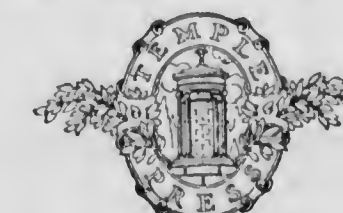
Write for information

Dr. Lee H. P. Maynard, Milk Expert  
Dr. H. S. Johnson, Bacteriologist

H. C. Campbell, B.S., M.D., Ph.G., Chemist  
Ralph Fort, Assistant

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DESIGN  
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is all quality. Mix it with your home-grown grains and you have an ideal feed for your cattle which will save you money.

Write for mixing directions.

The Fat and Protein content of LEWIS LINSEED OIL CAKE makes it particularly desirable for the Winter months. Your cows will thrive on its nourishing qualities.

LEWIS LINSEED OIL CAKE can be bought already ground if you prefer it that way. It is known as LINSEED CAKE MEAL.

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Philadelphia, Penna.

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### NOTED FOR

- 1st. First Accredited herd in the State.
- 2nd. Large size, many cows weighing over 1400 lbs.
- 3rd. World's champion production records. Five cows average 21889 lbs. milk, 1017 lbs. butter.
- 4th. Economical production. Five pounds of milk for one pound of grain.
- 5th. Milk that meets exactly the standard for Certified Milk.
- 6th. Reasonable prices for cattle. Young bulls that will increase the production of your herd, some from dams testing over 4½%. Prices as low as \$100 each.

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**PENSHURST FARM NARBERTH, PA.**  
(7 Miles from Philadelphia)

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TRADE MARK REG. U.S.A.

THE NAME TO GO BY—WHEN YOU GO TO BUY  
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Write for Color Cards and Booklet "Paint Pointers"

EUGENE E. NICE COMPANY, PHILADELPHIA

## Reading Bone Fertilizer

Quality Service Satisfaction  
Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer.



Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.

## BACK TO PRE-WAR PRICE Monarch Dairy Sterilizer \$2.00 PER GALLON

If your dealer does not carry Monarch, we will ship direct Express Prepaid.

A powerful Germicide and Disinfectant—Phenol coefficient 10 plus—Absolutely non-poisonous.

Bring the upkeep of your  
Milkster Down

Write for 3 oz. sample bottle of Monarch, enough for 7 milkings.

**Monarch Laboratories, Inc.**  
BLOOMFIELD, N. J.



Healthy, Pure-Bred  
Foundation •  
Stock

# CHESTER COUNTY

Healthy, Pure-Bred  
Foundation  
Stock

"THE COUNTY THAT COUNTS"

## Guernseys

### Maple Shade Farms

#### 60 Registered Guernseys

The cows that give the high priced milk

Federal Accredited Herd No. 8430

#### HERD SIRES

Laverna's Ultra May King  
24660 A. R.

Gerar Pearl's Royal 58411

His six full sisters have eight A. R. records averaging 14371.4 lbs. milk 704.96 lbs. butter fat but two of which were made as aged cows.

M. T. PHILLIPS  
Pomeroy, Pa.

## Guernseys

### May-Rose Breeding

#### HERD SIRES

LANGWATER HERO  
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Son of Langwater Heroine, A. R. record, 16221.1 lbs. milk, 805.64 lbs. fat in Class D.

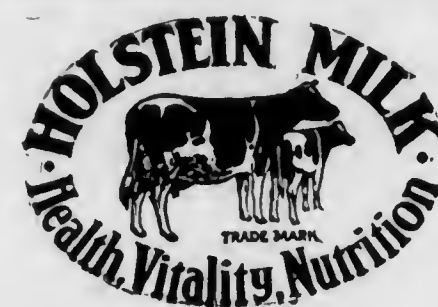
LANGWATER ROYAL  
25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

M. M. Hollingsworth & Son  
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### Crystal Farm

Home of

WINTERTHUR JOHANNA  
PRILLY SEGIS 206498

Seven A. R. O. Daughters

The best son of Sir Inka Prilly Segis from the best daughter of the 40 lb. bull Johanna King Segis. There is King Segis breeding transmitting good individuality and production.

Approved Cows Taken for Service

Cows and Bulls for Sale

Charles J. Garrett  
West Chester, Pa.  
FEDERAL SUPERVISION

## Holsteins

### Towns End Farms

Can supply your wants in  
bulls of serviceable age or bred  
heifers backed by yearly records, Uncle Sam's Health Guarantee and a double cross of the blood of the great King Segis

E. P. Allinson  
WEST CHESTER, PA.

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Financial Sensation  
153793

"The Best Bred Bull in the World"

Heads the Herd at

### Greystone Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

## Jerseys

#### BULLS

A Few Choice Heifers

from

A. R. O. Cows

sired by

Financial Satin Noble

\$100 and Up

80 to Pick From

HIGHLAND FARMS  
West Chester, Pa.

ACCREDITED HERD

## Ayrshires

### Delchester Farms

Tell us your wants and we can supply them at prices you can afford to pay.

Aged cows, bred to Glenury, an A. R. son of Finlayston.

Aged cows, bred to Rena's Baron of Highland, an outstanding son of Baron's Best of Bargenoch. Heifers, bred to these two great sires.

Young heifers.

Bull calves.

All the above stock carries some of the best producing blood of the breed with A. R. ancestry on both sides.

Herd free from tuberculosis

Delchester Farms  
THOMAS W. CLARK, Supt.  
Edgemont, Del. Co., Pa.

## Ayrshires

### Ayrshires

CONSTITUTION QUANTITY  
CONFORMATION QUALITY

Breeders of Bloomer's Queen, 4-yr.-old, 21820 lbs. milk, 1005 lbs. butter.

We sold 12 heifers in 1920 which averaged 12178 lbs. milk with first calf.

The Champion Jr., 3 yrs. old, who produced 16448 lbs. milk, 650 lbs. fat.

We offer 10 cows, 20 heifers and bulls which will increase the production of milk and fat.

FARMERS PRICES

James Deubler's Sons  
Berwyn, Pa.

ACCREDITED HERD

## THE 1921 NATIONAL DAIRY SHOW

Exceeds All Previous Shows in Magnitude

The National Dairy Show of 1921, which for the first time was held in the great northwestern dairy country, easily surpassed all previous efforts.

The Minnesota Fair Grounds, between Minneapolis and St. Paul, where the show was staged from October 8th to 15th, was adequate for all needs and could accommodate even a greater exhibition with the greatest ease.

The new cattle exhibition building, which housed the greater part of the show proper, was filled to its capacity. Two floors of this building were filled with educational exhibits. The basement was given over to the exhibition of dairy cattle, of which there were upwards of 1200.

This great show offered many things of interest to those engaged in the dairy and allied industries.

The dairyman, the breeder, the distributor, the ice cream maker, the butter and the cheese maker, in fact every one identified with the industry, found here exhibited the latest appliances and equipment in which he might be interested.

Types of dairy cattle, breeding, feeding and development were illustrated fully. The most advanced demonstration was that on the part of the American Jersey Cattle Club, which occupied a separate barn, showing the development of the Jersey breed, which we hope to print in detail in an early issue of the Review.

One of the big features of the show was the large number of meetings of associations identified with the dairy industry, which took advantage of the time and place to hold their respective meetings.

Important annual meetings were held during the week by National Creamery Butter Makers Association, National Cheese Association, International Milk Dealers Association, (at one of the sessions of this association, R. W. Balderson, secretary of the Inter-State Milk Producers Association, made an address on "Use of American Milk Products in Hoover European Child Feeding") and the American Dairy Science Association, while general meetings of upwards of twenty other organizations and groups were held.

The executive committee of the National Milk Producers Federation held a two days session at the Ryan Hotel during the show.

Large delegations from nearby states attended the show in a body, some by train loads, others by prearranged automobile trips. One delegation came in 400 automobiles from McLeod county, Minnesota. In a number of instances, such delegations were accompanied by bands of music.

Reduced railroad fares from all parts of the United States brought dairymen from all parts of the country.

In connection with the Dairy Show, a horse show was held each evening during the week.

The United States Department of Agriculture had a wonderful exhibit, comprising some thirty booths. The display was most comprehensive, statistics being given and in many cases illustrated, covering almost every phase of the industry, from production by the dairyman, to distribution to the consumer.

The task of judging and awarding premiums for the different breeds and classes of dairy cattle was a stupendous one. The show ring was active every day during the show. Our first page illustration in this issue shows a reproduction of the grand champion cows in the principal breeds.

The grand champion bull and senior champion bull for the Guernsey breed was Cherubs Pearl Royal of Shorewood, owned by D. D. Tenny, Crystal Bay, Minnesota. The grand champion cow and senior champion cow of this breed was Ma Cherie Procris, owned by D. D. Tenny, Crystal Bay, Minnesota.

The grand champion bull and senior champion of the Holstein breed was, Tritonia Pictertje Ormsby, owned by P. P. Stewart and Henderson & Ericson, Randall, Iowa. The grand champion cow and senior champion cow of the breed was Hulda Segis Koroba, owned by Aitken Bros., Waukesha, Wisconsin.

The grand champion bull and senior champion of the Jersey breed, was Fashionable Fern Lad, owned by Longview Farm, Lee's Summit, Mo., while the grand champion cow and senior champion cow of the breed was Brampton Seaside Lass, owned by John Pringle, London, Ontario, Canada.

The grand champion bull and senior champion bull in the Ayrshire breed was Imperial Duchras Grandee, owned by Alta Crest Farms, Spencer, Mass. The grand champion cow and senior champion cow was Barboigh Primrose 2nd, imported, owned by Alta Crest Farms, Spencer, Mass.

The Kansas State Agricultural College team lead for the best team work in student judging national contests. In the team placing for judging all products, Pennsylvania State College was fourth; fifth in butter judging, seventh in cheese and second in milk judging.

#### Dairy Committee of Eleven

The Dairy Committee of Eleven, appointed by the Farm Bureau Federation and with the approval of the National Milk Producers Federation, met and formally organized during the week. Richard Pattee, managing director of the New England Milk Producers Association, Boston, Mass., was elected chairman. Fred H. Harvey, president of the California Milk Producers Association, Galt, California, was elected vice chairman, and E. B. Heaton, director of dairy marketing for the Farm Bureau Federation, Chicago, Ill., was made temporary secretary. Several hearings were conducted during the week, but no definite plans for future meetings were announced.

Taking it all in all, the Dairy Show of 1921 will go down on record as the best ever and every one interested in the dairy industry, who missed the exhibition this year has the promise due himself to attend the 1922 show without fail.

#### KINGWOOD (N. J.) LOCAL

The Kingwood, Hunterdon County Local, held a meeting at Kingwood, October 17th, W. H. Schaaf, president, in the chair.

There was a general discussion covering various phases of the milk situation, including prices paid by butter creameries, receiving stations and hauling. Addresses were made by Paul Bennetch, Dairy Specialist, New Jersey Bureau of Markets, and Frederick Shangle of the Inter-State Milk Producers Association.

As a result of this meeting, satisfactory arrangements for the marketing of the milk from this district were made.

## SANITARY DAIRYING PAYS WELL

Everything  
For The Modern  
Farm And Dairy



Sterilac Sanitary  
Milk Pail

The surest and easiest way of keeping all dirt out of the milk when milking by hand. The Sterilac Pail is a practical necessity for every modern dairy.

COVERED PAILS  
Various Styles and Prices



Stewart Cow Clipper

Easy to operate. Insures clean milk and comfort to the cow  
Price No. 1 - \$12.00

— WRITE FOR COMPLETE CATALOG —

PHILADELPHIA FARMERS  
and  
DAIRYMEN'S SUPPLY COMPANY  
1916-1918 Market St. Philadelphia

## FOR SALE

REGISTERED HOLSTEIN BULL CALVES  
From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as  
Heifers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

I. V. OTTO BOILING SPRINGS FARM CARLISLE, PA., R. 6

## Why It Pays

To Use

### Hood Farm Breeding Powder

The following letter proves the economy of using Hood Farm Breeding Powder constantly:

"Please send me a package of Hood Farm Breeding Powder. In the past, as a breeder of pure bred Holsteins, your Breeding Powder has saved and made many hundred dollars for me. I now have a cow with which I am sure that I will be successful in getting in calf, because I never had the Breeding Powder fail.

Very truly yours,  
Rufus C. Wells, Norwich, N. Y."

It pays to use Hood Farm Breeding Powder on every cow after calving. It makes them breed when it suits you.

Prices of Hood Farm Breeding Powder prepaid, \$1.15, \$2.75 and \$5.00.

Price of Hood Farm Flexible Injection Tube by mail, 90c, or with a \$5.00 order 75c.

G. I. HOOD CO., Lowell, Mass.

ROSECOYD FARM'S  
DUCKS OF QUALITY  
GOOD PIGS FOR SALE NOW  
D. M. STOUT, HERSHEY, PENNA.

Mention Review  
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## FOR SALE

A car load of dry

Baled Wheat Straw

S. M. LEEVER

Paradise, R 1 Lanc. Co., Pa.

## HOLSTEIN FRIESIAN CATTLE

Young Stock of either Sex

Always for Sale

Herd Under Federal Inspection

Free from Disease

William S. Ker, Carlisle, Pa., R. 9

## WANTED

Progressive concern wishes reliable men as agents to take orders for finest Stock Molasses on market. Attractive proposition. Box 10, Milk Producers Review, 721 Heed Bld., Philadelphia, Pa.

## FOR SALE

Fancy Chester White Shoats Registered. Now ready. Price right. Also fine Beagle Rabbit Pups, from choice stock, Twenty dollars per pair.

John C. Sutton Blacks, Md.

## E. NEWLIN BROWN

Live Stock

Auctioneer

WYCOMBE, BUCKS CO., PA.

Sales Anywhere—Anytime



# Ce-re-a-lia Sweets

SEE-REE-ALE-YA

## Who Says Dairying Doesn't Pay?

You can produce milk at a good profit. Ask any dairyman who feeds Ce-re-a-lia Sweets. They make money. They have more or better milk to sell. Their feeding costs are far less than yours compared to the size of the milk checks. Their cows keep in better physical state than yours.

If you're buying feed because it's "cheap", you're cheating yourself—wasting milk as truly as if you poured it away. Ce-re-a-lia Sweets, rich in milk-making ingredients, isn't cheap to buy, but is most economical to use. It's all nutritious cereal stuffs with just enough molasses added to give it special relish. Cows do not tire of it. Ce-re-a-lia Sweets is flaky, clean and easy to handle—never cakes or lumps.

If you are using your home-grown ground corn this

season, feed Ce-re-a-lia Sweets with it. It will double the flow of milk and keep the cows in good condition. Before you get in your next "big supply" of feed,

### TRY CE-RE-A-LIA SWEETS FOUR WEEKS AT OUR RISK.

Feed Ce-re-a-lia Sweets to any cow in your herd for four weeks. She must give more or better milk, and she must show a *bigger profit* than she is giving you now, or you get every cent of your money back. You'll need about three sacks to make the trial. Your dealer will supply feed, chart and details of offer. If you don't know who handles Ce-re-a-lia Sweets near you, write us.

**THE EARLY & DANIEL CO., 305 Carew Building, Cincinnati, Ohio**

Mfrs. of Tuxedo Chop, Ce-re-a-lia Egg mash, Tuxedo Scratch, Tuxedo Hog Ration



The Early & Daniel Co.,  
Carew Bldg., Cincinnati, Ohio.

I'd like to feed Ce-re-a-lia Sweets to one of my cows for four weeks at your risk. What dealer near here can supply me with Ce-re-a-lia Sweets to make the trial?

Name .....

P. O. ....

Box or R. F. D. .... State .....

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., DECEMBER, 1921

NUMBER 8

## FIFTH ANNUAL MEETING Inter-State Milk Producers Association

There has probably been no larger annual meeting or representation by shares, of the membership of the Inter-State Milk Producers Association than that held on Monday and Tuesday, December 5th and 6th, 1921, at the Adelphia Hotel, Philadelphia, Pa.

It was the fifth annual gathering of the membership, for the purpose of electing directors to fill unexpired terms, hear reports of the officers and discuss

inations; delegates present from several districts pressing the claims of their candidates.

After a committee conference the following names were presented:

For directors to serve three years, seven to be elected. J. H. Bennetch, Lebanon county, Pa.; Frederick Shangle, Mercer county, N. J.; F. M. Twining, Bucks county, Pa.; J. A. Poorbaugh, York county, Pa.; F. A. Ware, Cum-

An opportunity was given for further nominations from the floor, but none were offered.

The meeting then proceeded to an election with the following result:

Directors elected for three years: Messrs. J. H. Bennetch, Frederick Shangle, F. M. Twining, J. A. Poorbaugh, F. O. Ware, J. Brady Smith and A. R. Marvel.

Director to serve for two years: J.

year. Our membership is divided in the four states on approximately the following basis:

Pennsylvania	10,173
Maryland	2,022
Delaware	902
New Jersey	1,597
We now have 244 locals, last year we had 217.	

### Commissions

During the past year we have collected



Officers, Directors and Field Representatives—Inter-State Milk Producers Association, 1922

Left to Right, Lower Row—J. B. Bennetch, Robert F. Brinton, Treas.; H. D. Allebach, Pres.; F. P. Willits, Executive Com.; R. W. Balderston, Sec'y.; Frederick Shangle, Vice Pres.; A. B. Waddington, Executive Com. Upper Row—E. H. Donovan, N. S. Gottshall, field man; W. D. Copperthwaite, R. I. Tussey, J. A. Poorbaugh, H. I. Lauver, J. Brady Smith, F. M. Twining, A. R. Marvel, A. A. Miller, Editor Milk Producers Review; J. Blaine Lehman, E. Nelson James, R. R. Quackenbush, Albert Sarig.

problems pertaining to the dairy industry.

President F. P. Willits called the meeting to order and the usual business was transacted.

It being announced that nine directors were to be elected, a discussion ensued as to whether nominations were to be by committee or from the floor and on motion it was decided to nominate by committee. The presiding officer named the following committee, G. Walter Sharpless, Joshua Lindell and Phillip Johnson.

There was a spirited contest for nom-

berland county, N. J.; J. Brady Smith, Cumberland county, Pa.; H. C. Thomas, Chester county, Pa.; C. R. Henderson, Chester county, Pa.; LeRoy Skillman, Mercer county, N. J.; A. R. Marvel, Talbot county, Md., and J. W. Keith, Queen Anne county, Md.

For directors to serve two years, the following nominations were made, one to be elected. J. Blaine Lehman, Franklin county, Pa.; W. H. Stock, Adams county, and J. H. Bream.

For a director to serve for one year, Harry B. Stewart, Huntingdon county, Pa., was nominated.

Blaine Lehman, and the director to serve for one year, Harry B. Stewart.

Following the casting of the ballots, and while the tellers were making their tally, President F. P. Willits presented his annual address, which is printed in full elsewhere in this issue of the Review.

### SECRETARY'S REPORT

#### Membership

The Secretary reported a substantial gain in membership during the past year, there being on the lists 14,697 members. At this time last year we had 12,538 members, or a gain of 2,159 during the

\$27,668.30 in commissions. As heretofore, we received a very satisfactory response from a personal request to those members whose dealers do not make a deduction of the commission.

During the past year our field men, Newton S. Gottshall and E. R. Quackenbush, have helped to straighten out the records of a large number of members who have made a change in dealers and who had not so reported. The cooperation of the whole membership is necessary however, if we are to keep these records up to date.

(Continued on page 9)



# "The Ascending Cow"

The breakfast you are about to eat, or just have eaten, would be a sorry meal without benefit of milk—no butter or cream, no porridge moistener, and the poorest of bread, biscuit or griddle cakes. The noonday meal might suffer even more, for milk is the mainstay of millions of luncheons. One milkless dinner could be endured, but more than that would be punishment, not only for the palate but for the body.

This white fluid is so plentiful in our land that we accept it as a matter of course. Few stop to consider its vital meaning to man. The statement that it is the only one of nature's products intended solely for use as food always is greeted with a look of incredulity.

But let weather or accident delay the milkman—and suddenly one awakes to the importance of this individual. Because he is the visible link between cow and customer, he gets a large part of the credit due the bovine benefactor. In the light of recent events, it appears he wants most of the cash, too. But that is another story.

We are moved to this subject by one of the most significant documents that has come our way in many months. Naturally, a newspaper is constantly in receipt of publications covering vitally every subject under the sun. Some of these deal with international questions of vast moment, others with national, state or local affairs of varying importance. But here, in the current issue of the Banker-Farmer—an agricultural monthly issued by the American Bankers' Association—is a discourse on cows, which should have the widest publicity. For these are times when people generally should be given every opportunity for sane weighing of economic factors.

The cow stands near the top of the list. Without her milk, man, as we know him, could not exist. This affirmation of science is attested by the state of peoples denied this food. Wherever is found a group or nation deprived of dairy products, there is found a decadent or virtually useless branch of the human family.

Witness the pitiable weakness of the Chinese multitudes, who were leaders in achievement before they slew their forests and thus deprived their waterways of sustaining the meadow lands in grazing condition. Witness the swift decline of Germany's physical resources when she had to butcher her cows for meat. As we have said before in these columns, milk is the mother of civilization. It is reasonable to call milk the mainstay of national strength.

In this country we have some 5,000,000 farmers who feed and care for 23,000,000 dairy cows. To these cows our farmers annually feed hundreds of millions of dollars worth of material for milk making—fodder of varying sort. The aggregate of their meal checks represents one of our largest expenditures.

And a large share of this money is wasted. Much of it is truly thrown away as if millions of hayricks were ruthlessly burned or thousands of well-filled silos blown to smithereens.

This waste—somewhat more criminal than most other forms, because of its direct relation to the food upkeep of the people—is caused by feeding countless tons of fodder to low-producing dairy cows—scrubs. Until quite recently no one ever thought of this, so the weighing

out of costly feeds to unproductive cows assumed the proportions of a national scandal. That is why J. C. McDowell, dairy husbandman in the federal department of agriculture, has issued the call for "Cows that make incomes climb," to which we have referred.

"Like a factory, the dairy cow transforms raw material—silage, hay and concentrates—into the finished product—milk," he says. "In that way she furnishes a market for our feeds. Whether that market will be good or bad depends in part upon the way the cow is fed, and in part upon the cow.

"There is no better way to market the feeds grown on the farm than to feed them to a high-producing herd of dairy cows. The cow converts them into a product for which there always is a ready sale. It is much easier to send the butterfat to the creamery than to haul the hay to town. Yes; and in the long run it is generally much more profitable, because it keeps the soil fertility at home. Instead of selling hay and grain that may go to enrich the soil in some far-distant state, or in a foreign country, the wise dairy farmer markets such products through high-producing dairy cows.

"In selling feeds to dairy cows the farmer has a wide choice of markets—bad, good and very good. Few men discriminate closely enough between these markets. If a wheat buyer offers a cent or two a bushel more than other buyers, he gets our wheat; if a wool buyer offers half a cent a pound more for our wool, we will sell our wool to him; but if one cow returns \$3 from a dollar's worth of feed and another only \$2, we scarcely notice it. Here is a difference of a dollar every time each of these cows eats a dollar's worth of feed. I believe much more attention would be given to a choice of cows if we would think of them as markets for our labor and for corn silage, concentrates and clover hay. Here is one place where the farmer has the market largely under his control."

With this expert opinion for a background, let the reader bear in mind that today the average dairy cow in the United States produces annually about 4000 pounds of milk and 160 pounds of butterfat. Between this record and the highest ever attained by an exceptional cow, the disparity is too great to admit of any inference other than that the average cow is not what she should be. For one cow in this country has to her credit a year's total of 37,381 pounds of milk and 1206 pounds of butterfat.

Ten years ago a thoughtful farmer out in Michigan conceived the idea of putting cows on test, in order to find out just what each one returned for the feed and labor required, and of eliminating those which didn't show a good profit. Thus was organized the first "cow-testing" association in the land. And now the ten-year record of its activities is available, as follows:

The first year the average production of milk was 5354 pounds; the tenth year it was 6637 pounds. The gain was quite rapid until average production of butterfat had reached a relatively high level.

From that time on it was not so easy to make gains, yet at no time was there a falling back to the low levels of former years. The first year the average production of butterfat was 215 pounds, the sixth year it was 270 pounds and the tenth year it was 276 pounds.

While this shows a highly profitable gain, the significant fact is that the scrub cow—likewise the scrub bull, for he, too, has been weighed in the balance—has been eliminated in that vicinity. And just how much waste may result from lack of such a course is well illustrated by the following example from Mr. McDowell's article:

In a certain section 511 cows were on test. Mr. A owned 16 cows whose average butterfat production was 306 pounds. Mr. Z owned 91 cows whose average was 155 pounds. For Mr. A's herd the average income over cost of feed was \$75, and for Mr. Z's herd, 64 cents. The average cow in the herd belonging to Mr. A produced more income over cost of feed than all of the 91 cows in the herd belonging to Mr. Z. It would require 117 cows like those in Z's herd to produce as much income over cost of feed as was produced by the average cow in A's herd.

In other words, this cow-testing plan makes it possible for the farmer or dairyman to find out exactly "where he is at," and some times he may be surprised, as in the case of a certain Missouri farmer who, before joining an association, was looking for some one to pay him \$75 for a crippled cow named "Goldie." To his astonishment, the milk scales and Babcock test not only placed "Goldie" at the head of his herd, but at the head of the whole association. Her yearly production was 9300 pounds of milk and 526 of butterfat, and this brought her owner a net profit of \$267.

Although this testing system was not introduced until ten years ago, and still is neglected in most parts of the country, the department of agriculture states that where employed it has raised the average of milk production from 4000 to 5980 pounds annually, and of butterfat from 160 to 246 pounds.

The keeping of records which will acquaint cow owners with the members of the herd worth feeding is an easy enough matter to warrant any one in its adoption. To test a half dozen samples of milk for butterfat requires about half an hour, and the weighing of the milk, the estimating of the weight of the roughage and the weighing of the concentrates require but little time. The testing of a composite sample of each cow's milk from two consecutive milkings once a month furnishes the figures from which the yearly production records can be computed.

Evidence such as given by Mr. McDowell is sufficiently impressive to justify general adoption of this plan by which the cow's value takes to an ascending scale. There are more than 1,000,000 cows in Pennsylvania, and a majority of these are unknown quantities, so far as profitable production is involved.

It stands to reason that these, of all producing factors, should be definitely rated and dealt with accordingly, for nothing is so necessary to human welfare as the food they produce. Doubtless many a dairy farmer might repeat this experience, recorded of a West Virginia dairyman who, when he began testing, had a herd of 31 cows.

After weighing and testing the milk for a few weeks he reduced the number of cows to 26. These he fed according to known production and obtained a higher total yield than had formerly been obtained from the larger herd. Before

the end of the year he reduced the number of cows to 20, and the 20 produced more than the 31.

Through rigid culling and feeding according to production the herd was finally reduced to 10 well-bred, well-fed cows, and the 10 produced almost as much milk and butterfat as the 20. Since then the herd has gradually been increased in numbers until today it consist of 20 cows, and the 20 produce annually more than twice as much milk and butterfat and many times as much net profits as was produced by the old original herd of 31 cows.

A similar course on the part of every dairy farmer would be a real service to the nation as well as to his own bank account.

—Reprinted from "The Philadelphia North American," November 26, 1921.

## MOTHERS OPPOSE

### IMITATION MILK

The Pennsylvania Congress of Mothers and State Parent-Teachers Association in convention assembled, adopted the following resolutions:

Whereas, The adulteration of milk by taking out the butterfat and substituting vegetable oils, as in Hebe, Nutro, Enzo, etc., is a menace to the health of children because of the proven lack of nutritive elements necessary for growth and health.

Be it Resolved, That the Pennsylvania Congress of Mothers pledge its co-operation to the Philadelphia Inter-State Dairy Council in its nation wide movement to prevent the sale of these products through suitable legislation.

## PENNSYLVANIA FARM PRICES

The following table shows the average of prices prevailing in the different counties in Pennsylvania for farm commodities, according to information gathered by the Bureau of Statistics, Pennsylvania Department of Agriculture:

	April 1	Oct. 1
Wheat	1.21	1.21
.....	\$ 1.60	\$ 1.13
Corn	.83	.70
Rye	1.22	.97
Oats	.55	.47
Buckwheat	1.19	1.00
Potatoes	.69	1.50
Hay	20.00	18.60
Apples	.98	2.15
Eggs	.26	.45
Farm Butter	.48	.46
Milk per 100 pounds	2.64	2.35

## PROF. McCOLLUM TO SPEAK IN PHILADELPHIA

Dr. E. V. McCollum, Professor of Chemical Hygiene, Johns Hopkins University, Baltimore, Md., will make an address on the "Newer Knowledge of Nutrition" at the Girls' Normal School, 13th and Spring Garden Sts., Philadelphia, Pa., on January 6th at 8 P. M. Any member of the association wishing to attend can obtain the necessary admission cards by applying to secretary R. W. Balderston.

Dairy improvement involves a long time investment, yet those who are willing to make this investment for future returns are the ones who will derive the most benefit.

## HOME ECONOMICS CONFERENCE

Under the auspices of the Philadelphia Inter-State Dairy Council, a conference of Home Economics Extension Workers of Pennsylvania, New Jersey, Maryland and Delaware, was held in the Dairy Council headquarters on November 11th and 12th, to discuss plans for co-operation in health education and nutritional work.

R. W. Balderston, secretary of the Inter-State Dairy Council, opened the conference with an outline of the work that the council was doing in health and nutritional work, particularly in the public schools of Philadelphia, and its plans for the future. The policies of the council, he said, are free from trade or sectional bias, being a purely educational organization reaching the public through newspaper advertising, poster campaigns and personal work of its field operatives in all classes of welfare work. Its definite plan for a better milk supply was fully explained.

Rural Dairy and Milk Week Campaigns under the auspices of the State Economics Extension Department, the Inter-State Better Milk and Marketing Campaigns and the State Dairy Extension Department co-operating, were discussed and planned.

Lewis W. Morley, State College, Pa., discussed at length these proposed campaigns.

H. G. Niesley, Harrisburg, Pa., outlined the tentative plans for a county and city wide campaign in Dauphin county, Pa., where complete nutritional surveys of school children will be made in the entire county, including the city of Harrisburg.

The necessity of pasteurization to insure a safe milk supply to the public at large was also discussed, the opinion being that the necessary action to insure this should be through the cities, towns and communities themselves, rather than through state wide action.

During the day those attending the conferences attended a performance of four short health plays at the Walton Public School. A series of motion pictures, including the better milk film "The Turn in the Road," the nutritional film, "Perfect Children," "The White Bottle" and other Dairy Council educational films were shown.

Dinner was served at the City Club, after which a further general discussion was held.

Those attending the conference included: Lewis W. Morley, State College, Pa. Florence Powdermaker, New Brunswick, New Jersey Pearl MacDonald, State College, Pa. Helen Rogers, State College, Pa. H. G. Niesley, Harrisburg, Pa. Mary Spaulding, State College, Pa. Mrs. Frank App, New Brunswick, N. J. Grace P. Bacon, State College, Pa. Helen L. Comstock, Dover, Del. Jeanette Bliss, State College, Pa. Kathryn E. Woods, Newark, Del. R. W. Balderston, Philadelphia, Pa. C. J. Cohoe, Kennett Square, Pa. Myrtle L. Barger, Philadelphia, Pa. Elizabeth K. Lofberg, State College, Pa. F. Marguerite Erickson, State College, Pa. A. A. Miller, Philadelphia, Pa. Dr. Hannah K. Lyons Angeline V. Keenan Henry N. Woolman, Philadelphia, Pa. F. P. Willis, Ward, Pa. H. D. Allebach, Trappe, Pa. Edith Howes, Philadelphia, Pa. Mrs. Marion C. Bell, College Park, Md.

**Drink milk everybody.**

## REPORT OF SECRETARY OF THE PHILA. INTER- STATE DAIRY COUNCIL

The following is the detailed report of the Council, covering the period of January 1st, 1921, to October 31, 1921.

### Milk Fairies Play

During the past year, up to and including November 23, 1921, the "Milk Fairies" play has been given before 75,000 children and adults. We have recently written four small plays which were given for the first time at the Walton School before a total of 1,800 people.

At the present time this department is under the direction of Miss Del Rose Macan, of this city, who has a force of four to five people working practically all the time. We consider this department to have been one of the most successful, and feel that through having the children themselves tell the story of the importance of milk in the diet we can get our message "across" to many who would not otherwise receive any impression at all.

We wish here to express our sincere

## THE DAIRY FARMER'S TROUBLES

The following editorial taken from the London, England Times, October 19, 1921, shows the dairy farmer of that country to be having the same trials and tribulations that the dairy farmer of this country is experiencing.

"The success of the Dairy Show, which was opened at Islington yesterday, is an example of the triumph of hope over experience. A record entry of exhibitors, and a display of quality, in certain sections, such as old frequenters of the show do not remember, are witnessed at a time when the dairying industry is suffering from severe depression, in common, of course, with other branches of agriculture. By common consent, the position of the milk producer is just now somewhat precarious. The limited consumption of milk, the heavy cost of distribution, and the shortage of home-grown food, especially of root crops—with a consequent heavy increase in the food bill—have conspired to make his lot by no means a happy one. Some farmers have talked, indeed, of abandoning the struggle to pay their way; others, while unwilling to disperse the herds which they have formed with so



"Drinking Milk Everybody"—Lunch during Home Economics Conference in Inter-State Milk Producers Association office.

much care and patience, have seriously considered the advisability of reducing them. Yet this is the moment when milking cows and heifers of the highest quality are displayed at Islington; two of the animals shown yesterday gave the extraordinary yield of over 47 lbs. of milk at one milking. It is satisfactory to know that, in breeding for quantity of milk, the farmer is not neglecting the quality of the milk and the dual purpose of the animal. In other words, he realizes the importance of keeping in view his two markets for beef and milk. Nor is the future altogether without promise. The noticeable improvement which has taken place recently in the milking properties of the stock, as the result of breeding on the basis of the milk-recording system, is a hopeful feature. There is some little relief foreshadowed, also, through the easing of the labor situation. All who are interested in the welfare of this all-important industry will hope that the dairy farmer's difficulties will prove only a temporary phase, and that his native courage and enterprise will enable him to surmount them."

"Mary had a little dimple,  
The cutest you ever saw.  
The reason for it is quite simple,  
She sips her milk through a straw."  
—Walton School, Phila.

## THE NOVEMBER MILK MARKET CONDITIONS

### Supply and Demand Approaches Normal

The milk market during the month of November more closely approached normal than has been the case for some time. Supply, on the whole, about met the demand for local consumption and very few distributors reported any material surplus supply. At the same time there was no scarcity. On the milk platforms a comparatively even supply was noted throughout the month and prices were fairly stationary at 6 to 6½ cents a quart.

There has been very little movement in the transfer of dairies from one buyer to another. One of the factors contributing to this condition was the fact that producers are establishing basic shipping quantities for next year with their present buyers and do not want to interfere by changing around.

From present indications, the volume of market milk, which came into the city during November, will exceed that of 1920. In fact, statistics show a steady increase in the volume of milk consumed in the Philadelphia territory, over that in 1920. The November supply on the whole, has been slightly less than that of October and a further decrease in December is expected.

Milk producers were favored with weather and climatic conditions all through the fall months. There has been little cold weather in this territory and very little snow, what little there was in November was confined to the mountain sections of the Philadelphia Milk Shed.

Conditions surrounding prices show little change, not only in this, but in the neighboring primary markets as well. There is plenty of cheap milk from outlying districts awaiting an opportunity to come into this district in case there be any upward price movement.

Statistics, printed elsewhere in this issue of the Review, show the Philadelphia price to be as high as and in most cases higher, on the year's average, than paid in other markets. In fact, it has been shown that the Philadelphia basis of \$1.87 per hundred pounds for 3 per cent. milk in the 50 mile zone in November was the exact average price for the same grade of milk, at country plants, supplying 17 of the larger cities in the United States. In other words we were receiving for our milk in that month the average, so-called world's market price.

The butter market was a trifle irregular during November. The top price, 47 cents, prevailed early in the month, due in a measure to the threatened tie up of the railroads by labor troubles. As this did not develop, prices gradually weakened, reaching the low point 42½ cents for 92 score butter, New York City, after the middle of the month, following which there was a recovery to 45½ cents. There has been a moderate movement in foreign butter. Some 5000 casks of Danish and 300 boxes of Irish butter came in at eastern ports during the month. There is a possibility of some heavy imports of New Zealand butter in the near future. Condensed and evaporated milk have been weaker with some price shading, particularly for export—on buying of some moderate lots for relief work abroad.

December is one of the so-called basic milk months in the Philadelphia Milk Shed. January will again inaugurate the basic and surplus basis, under the Philadelphia Selling Plan.

### Country Work

The Department of Health and other city officials of Philadelphia have many (Continued on page 14)









## Plenty of Potash

*After all the years of  
Potash Hunger  
the opportunity has come to buy  
Potash at very low prices*

IN order to take advantage of these low prices no time should be lost in telling your dealer what you will require so that there will be plenty of time to import the Potash.

The right kind and amount of fertilizer is a great help in reducing the cost of crop production.

A fertilizer high in Potash, 4 to 10 per cent, improves both the quantity and quality of all crops.

Great quantities of Potash have been removed from the soil in the past six years. Now is the time to restore it at small cost.

SOIL & CROP SERVICE, POTASH SYNDICATE  
H. A. HUSTON, Manager  
42 Broadway New York

# POTASH PAYS

### ASSOCIATION ACTIVITIES

During the week of October 24-28, meetings were held in the following new territory in Berks county: Mt. Actna, Host and Berneville. At all these places new members were signed up and at the latter named, a temporary organization was effected with Chas. D. Bender as president and George Ruth, Secretary.

### CO-OPERATIVE ASSOCIATIONS

At the present time, 56 farmers co-operative associations for buying supplies or selling farm products have been incorporated under the Co-operative Law passed by the Pennsylvania Legislature in 1919.

### Advertising Versus Praying

The small daughter had been praying each evening at bedtime for a baby sister. The other morning her mother, reading the paper, exclaimed: "I see Mrs. Smith has a little daughter."

"How do you know that?" asked the child.

"I read it in the paper."

"Read it to me."

The mother read: "Born, on March— to Mr. and Mrs. — Smith, a daughter."

The child thought a moment, then said: "I know what I am going to do; I am going to quit praying and begin advertising."

—Indiana Farmers' Guide.

## NAT'L MILK PRODUCERS FEDERATION ANNUAL MEETING AT CINCINNATI

The Fifth Annual Meeting of the National Milk Producers Federation, held at Cincinnati, Ohio, November 28-29, was an event of unusual importance to agriculture and the dairy world. Approximately 500 dairymen from 22 states were in attendance. President F. P. Willits, and Vice President, H. D. Allebach, represented the Inter-State Milk Producers Association directly. Secretary R. W. Balderston represented both the Inter-State Milk Producers and the Philadelphia Inter-State Dairy Council, while A. A. Miller, editor of the Milk Producers Review, represented the Review at a meeting of the editors of the co-operative association papers, held during the convention.

President Milo D. Campbell opened the convention with a forceful address, saying in part, "We are here to represent the man who milks the cows. He himself cannot come to these conventions to talk over his problems. He cannot go down to Washington to see that the dairymen get a square deal, nor can he individually sell his product to advantage. All of this, we, his elected representatives, must do for him. We do not want anything unfair, nor anything that is not right. We do not want to fight for a square deal, but we are going to have a square deal, even if we have to fight for it."

National Treasurer, F. P. Willits, submitted his annual report of the Federation receipts and disbursements, showing that the number of associations in 1921 paying dues had almost doubled the record of the year previous.

Secretary Holman presented a detailed report of the Federation activities throughout the year.

### Discussions

Surplus milk questions and the methods of taking care of them was ably discussed by W. F. Schilling, President, Twin Cities Milk Producers Association; D. G. Harry, President Maryland State Dairymen's Association and R. W. Balderston, Secretary Inter-State Milk Producers Association. There was also a general discussion from the floor.

H. E. Van Norman, President of the National Dairy Association, made a short address on the proposed World's Dairy Congress and asked the Federations support.

### The Evil of Filled Milk

There was considerable discussion on filled milk, led by R. W. Balderston, of the Inter-State Milk Producers Association, who stated that he had the proof in his possession that one company had recently endeavored to sell 50,000 cases of this imitation stuff for feeding the starving children of Europe.

### The Committee of Eleven

Richard Pattee, managing director of the New England Dairymen's Association and chairman of the "Dairy Marketing Committee of Eleven," explained the proposed work of that committee. He said that the committee hoped to endorse the fundamental principles of legislation, such as the Capper-Volstead bill. It also expects to study different plans of marketing dairy products and perhaps make recommendations for improving marketing methods. It hopes to create a more general and intensive interest in the dairy industry and the usefulness of milk as a food.

The "Ohio Marketing Plan" was presented by E. D. Waid, Columbus, Ohio, Dairy Marketing Specialist of the Ohio Farm Bureau.

### Volstead Discusses Co-operation

Andrew J. Volstead, chairman of the House of Representatives Committee on Judiciary, author in conjunction with farm leaders of the Capper-Volstead bill H. R. 2373 and floor leader for this measure in the House discussed the merits of the bill authorizing co-operative marketing at length, and said that the act, as amended by the Senate Committee on the Judiciary, was "handing the farmers a lemon."

### Tri State Rally Day

The second day of the meeting was held in conjunction with the Queen City Milk Producers Association, which is forming a co-operative marketing association to be known as the Tri State Milk Producers Association. About 500 dairymen from Ohio, Kentucky and Indiana were in attendance.

President J. F. Kyger, of the Queen City Milk Producers Association presided and addresses were made by Milo D. Campbell, president of the National Milk Producers Federation; Richard Pattee, Boston, Mass.; W. F. Schilling, of the Twin Cities Milk Producers Association, and Chester Young, a director of the Dairymen's League Co-operative Association.

Representative Sydney Anderson, of Minnesota, chairman of the Joint Congressional Commission on Agricultural Inquiry, was the principal speaker of the afternoon session, giving an impressive account of the discoveries and conclusions of the commission.

### Election of Officers

Milo D. Campbell, presiding officer of the Federation was re-elected for the sixth time. W. F. Schilling was elected first vice president; H. W. Ingersoll, second vice president; F. P. Willits, treasurer; George Brown, secretary, and Charles W. Holman, executive secretary. The following directors were elected to fill expiring terms and vacancies: Milo D. Campbell, R. D. Cooper, H. W. Ingersoll, George Brown, W. F. Schilling, H. J. Schultz, J. G. Thompson and A. C. McMakin.

The executive committee was elected as follows: Milo D. Campbell, W. F. Schilling, H. W. Ingersoll, Richard Pattee and J. D. Miller. Alternates, Harry Hartke and R. C. Reed.

Two new member associations were admitted to the Federation. The Dairymen's League Co-operative Association, Inc., of Utica, N. Y., and the Summit County and Vicinity Milk Producers Association of Akron, Ohio.

### Resolutions Adopted

The Federation adopted a long list of resolutions on legislative policies, including:

A demand that the Senate immediately adopt the Capper-Volstead Co-operative Bill, in text that it passed the House.

A demand for the reduction of freight and passenger rates.

That freight rates on dairy products be immediately lowered by 25 per cent.

Favorable action by Congress on the Voigt filled milk bill, H. R. 8086, prohibiting the movement in inter-state commerce compounds of skimmed milk and vegetable oils and a demand that the

(Continued on page 8)

## SELECTION, MANAGEMENT AND CARE OF THE DAIRY SIRE

By LEWIS W. MORLEY

The principle reason for which the average dairymen keep cows is that they may change the products not fit for human food into the most vital food that man has ever known. Nor is this all, the cow must not only turn the feed that she gets into milk, but she must do it at a profit. It is not for the last fact, our problems in milk production would be greatly simplified.

Again, if when we once have a highly profitable cow we could be sure that her offspring would be profitable as we are sure that the scion of an extra good apple tree when grafted on a common apple tree will produce good fruit, then our difficulties could be easily overcome.

However, such is far from the fact, and we must devote much time to the breeding operations if we are to increase the average production of our herds.

The inferior sire has been and is still the greatest detriment to increased production. The selection, care and management of the herd sire is a matter to which up-to-date dairymen are giving more and more attention.

### Selection of the Herd Sire

The selection of the sire becomes increasingly difficult as the average production of the herd increases. The ideal sire is one whose daughters average more than their dams. Suppose the average of the herd is only 4500 lbs. of milk and 171 lbs. of fat, a sire from a family in which the females average 8000 lbs. of milk and 304 lbs. of fat, would undoubtedly increase the production of the herd through his daughters.

On the other hand suppose a herd's average production is 10,000 lbs. of milk and 380 lbs. of fat. The selection of a sire for such a herd becomes more difficult because he must be from a family in which the females average a higher production than the females in the herd that he is to head.

### Methods of Selection of Sire

The above indicates one method of selection, that is, from a study of pedigree alone. This method must be used in all cases where one is to buy a young bull.

Another method of selection is through a study of the performance of a sire. If his daughters show a 20% increased production over their dams, he is a valuable sire; if 30% increase is shown, he is still more valuable.

The difficulty on too many farms is that a sire is selected and kept for only two or three years and because he can no longer be allowed to run in the pasture with the cows or because his daughters are to remain in the herd, he is sold. Many very valuable bulls, worth thousands of dollars, have gone to block before their true worth was known. Such procedure is unprofitable, it does not tend toward the development of high producing herds. The pedigree of the sire should be studied with great care. This should tell the production of his ancestors. This information is very important. The dam of the sire is perhaps the most important animal in the pedigree. Where possible, one should see the dam of the bull which he proposes to purchase. She should have the breed characteristics well defined. She should also show exceptionally good dairy development. The udder should be well-shaped and the teats large and placed at the corners of the udder. There is

a belief that the daughters of a bull will tend to produce milk with a butterfat content similar to that of his dam. It is important that the dam be a good tester.

The bull himself, must show superior individuality. He must be masculine, but not coarse. He should be thrifty and if young, be well grown. Do not purchase a stunted sire. If a sire has daughters, it is well to go to some trouble and expense, if necessary, to see these daughters. Are they good representatives of the breed which they represent? Do their records show that they are high producers? Where a mature sire is to be purchased this study of the daughters is more important than either the sire himself or his pedigree.

### Care and Management of the Sire

The young sire should be fed liberally so that he gets a good growth, but he must not be allowed to become too fat. If a number of heifer calves are being raised the bull may run with them until he is six months old. He should have plenty of exercise, preferably in the sunlight. A supply of pure drinking water should be available at all times.

The Pennsylvania State College gives the following suggestions for feeding the bull calf up to one year of age:

1. Don't guess about weights and temperatures—use a pair of scales and dairy thermometer.
2. Be cautious about over-feeding and do not attempt to eliminate whole milk too soon.
3. When calf meal gruel is fed, mix only what would be consumed at each feeding period.
4. Supply each calf with its own feeding pail, which should be kept clean.
5. Home-mixed calf meal is mixed as follows:

100 lbs. Hominy feed, 100 lbs. Linseed meal, 100 lbs. Red Dog flour, 100 lbs. dried blood flour. Mix 1 pound of calf meal in one gallon of water at a temperature of 90 to 100 degrees F, and use as a substitute for skim milk.

The bull should not be allowed to run with the herd, but be kept in a well-bedded, clean, light stable and given free access to an adjoining exercise lot. The young bull should never be petted. Be kind but firm when handling him. He should have a ring in his nose when about a year old. Handle the bull frequently and teach him to lead while young.

As a bull matures care must be taken that he does not become too fat, his ration should be such that he will be in good physical condition at all times. After his first year the bull may be fed what mixed hay and silage he will eat, together with enough grain to keep him in a thrifty condition.

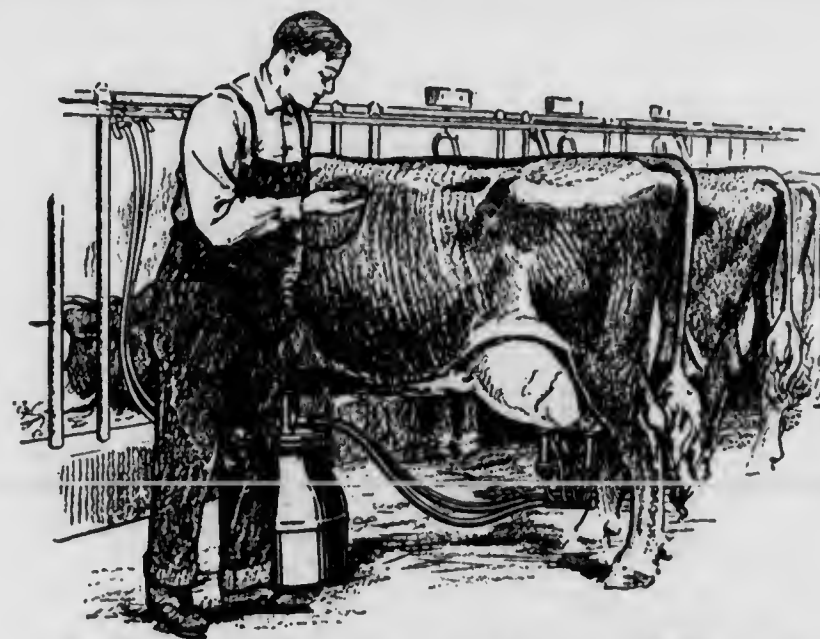
The following grain mixture is suggested:

100 lbs. corn and cob meal, 100 lbs. wheat bran, 100 lbs. cottonseed meal, 100 lbs. linseed meal. Ground oats or hominy feed may be used in place of corn and cob meal if it is more convenient to do so.

(To be continued)

### Farm Management

The first of the year is fast approaching. It is a good time to consider keeping accurate accounts of the farm business. A simple farm account book can be secured from any county agent.



## The Pulsation Test

Take out your watch and time the pulsations of a De Laval Milker. You will find that every unit in the barn, no matter if there are a dozen, is running at exactly the same speed and as uniformly as the tick of a clock. This insures your cows being milked in exactly the same way from day to day or year to year, and is one of the reasons why cows do so well with the De Laval Milker.

Try this test on any milker and you will understand just one of many reasons why the De Laval is "The Better Way of Milking." Send for full information.

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## Look out for fibre in dairy feeds!

Fibre is not desirable in a grains ration. It is not digestible and possesses no real food value.

The feed having the minimum percentage of fibre usually contains the highest percentage of digestible nutrients.

A high fibre content indicates low digestibility and a high-cost ration.

Union Grains contains only 10% fibre—the minimum percentage possible to secure. Its large percentage of digestible food-elements make it a milk-producing dairy feed of the most profitable quality.

2. UNION GRAINS is low in fibre content.
3. UNION GRAINS is low in moisture.
4. UNION GRAINS is light and bulky—highly digestible.
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6. UNION GRAINS is safe to feed.
7. UNION GRAINS is strong in digestible protein.

UNION GRAINS was the first commercial dairy feed made. It has given continuous satisfaction for over 20 years.

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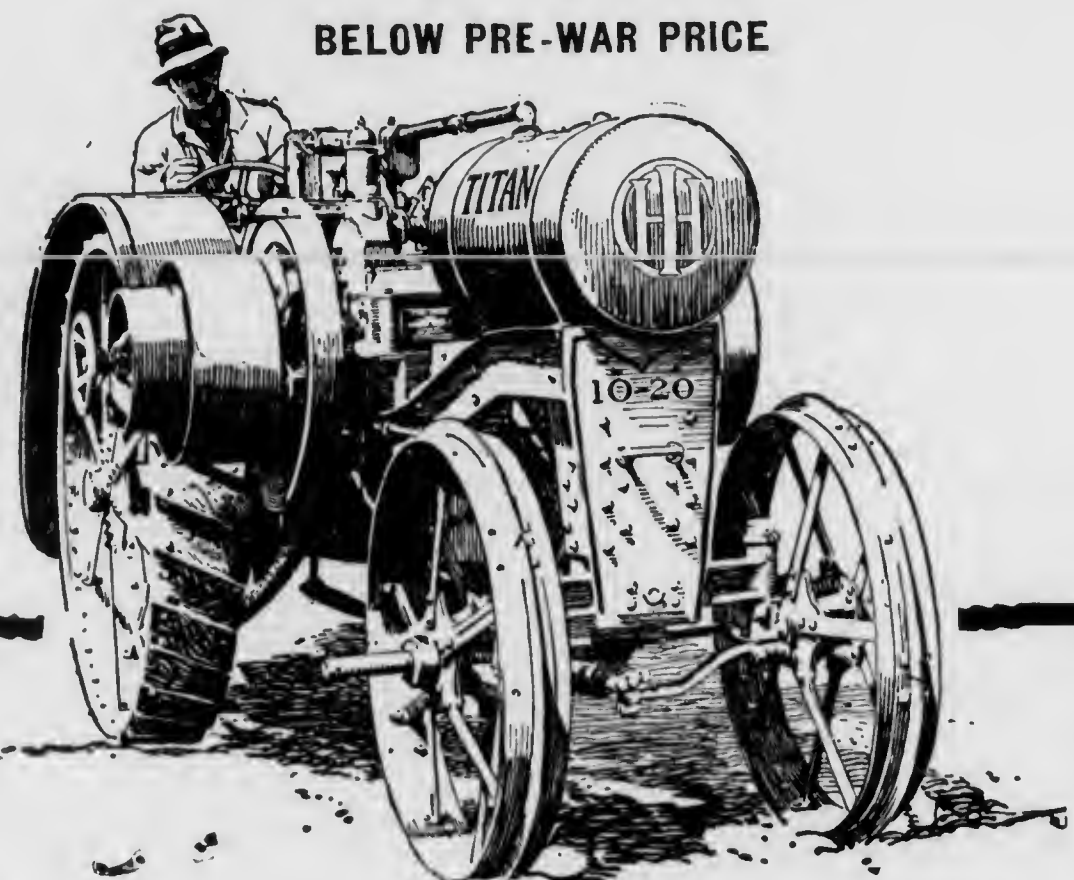
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### NATIONAL MILK PRODUCERS FEDERATION ANNUAL MEETING

(Continued from page 6)

agricultural press get behind this particular bill.

Endorsement of the World's Dairy Congress.

Endorsement of the idea if immediate limitation of armaments.

Endorsement of the work of the Federal Trade Commission.

Approval of the appointment by the National Board of Farm Organizations, of a standing committee on the reorganization of government departments to repel the attacks of the U. S. Department of Agriculture and the Federal Trade Commission and the endorsement of an import tariff rate of the basis of 10 cents a pound for butter.

#### Dairy Editors Meet

One of the features of the convention was a special conference of the editors of the official co-operatively owned member association publications, called by the Federation to assist in devising plans for co-ordinating and unifying publicity and educational work in 1922. Following the report of that committee, which was adopted, President Campbell appointed the following standing committee on publicity for 1922: Chairman,

E. R. Eastman, editor Dairyman's League News, Utica, N. Y.; Harry L. Piper, New England Dairyman, Boston, Mass.; A. A. Miller, editor Milk Producers Review, Philadelphia, Pa.; R. C. Reed, Milk Messenger, Howell, Mich., and Charles W. Holman, executive secretary, Washington, D. C.

#### FARM PRODUCTS SHOW

The Sixth Annual Farm Products Show, under the direction of the Pennsylvania Department of Agriculture and allied agricultural organizations, will be held in Harrisburg, Pa., January 23rd to 27th, 1922.

The Emerson-Brantingham Building will again house the general exhibits, while farm products will be shown as was the case in 1921, in the Overland-Harrisburg Building. The corn show this year will be a feature of no small magnitude. In fact, the exhibition on the whole, promises to exceed in variety and class, that of the previous shows.

No farmer or dairyman should miss this great show. It has the highest educational value.

Meetings of many of the state organizations will be held during the show.

Make your plans so as to attend this great Farm Products Show.

### HOUSING THE HERD

By A. L. Haecker

We must admit that the housing of cattle is an artificial practice. The early ancestors of the bovine race no doubt had their shelter, but it was in the thicket or behind a rock or grove. We should keep in mind, however, that they did have an opportunity to seek shelter, and that we have deprived them of this freedom.

For many centuries we have been stabling or housing our choice animals. Very naturally through this environment they have developed into races which more or less require protection and without it are inclined to take on a wild and rough appearance, especially in severe seasons.

In the housing of live stock we should keep in mind the early environment of the animals, and give them as much sunlight and fresh air as we can without too much exposure. This means that we should have light, well ventilated stables and stalls or pens, allowing the animals much freedom.

There is another point to consider, and that is the labor and convenience involved in the handling of stock while they are being housed. Much of the irksomeness and drudgery of chores can be avoided by convenient and up-to-date appliances about the barn. This is one answer to the question of keeping the boy and the hired man on the farm and satisfied with their work. More than that, a well equipped stable means a healthier herd, better and larger production, and better sales. I have often paid an extra price for animals well exhibited in good clean stalls. The heavy work of wheeling away litter or bringing in forage or grain can largely be done away with by equipping the barn with carriers and tracks. There is a large variety of utensils and barn equipment made for almost every line of work connected with the housing of stock, and, in planning your barn it is well to look up this subject.

It is not necessary to spend a large sum of money in barns and buildings for stock, but it is important and likewise profitable to have them conveniently arranged. How often we see big, expensive barns with nothing in them to make the work easy and pleasant. An up-to-date and well equipped barn means less drudgery in caring for the animals and more interest taken by the caretakers. This in turn will mean larger and better production, less mortality, and a better looking herd which in turn means better sales and greater profits. It pays to house animals well and to provide handy and convenient equipment.

### IS USE OF OLEOMARGARINE DECREASING IN PENNSYLVANIA?

Is the consumption of oleomargarine and other butter substitutes in Pennsylvania growing less?

Figures from the Bureau of Foods of the Pennsylvania Department of Agriculture would indicate that there is less demand for butter substitutes than a year ago for approximately 800 fewer licenses have been issued for the sale of oleo than during 1920.

During 1921 there were 6,284 licenses issued by the Bureau for the sale of oleomargarine while so far, during the present year, only 5,455 have been issued since March 22 of the present year.

## Milk for Health

### STORY OF THE BUTTERMILK CLUB

Mr. Louis P. Stammert, of Lewistown, Pa., is displaying above the door of his casino cafe a huge sign on which is painted in bold letters and figures an appeal to the public to come in and join the buttermilk club. The requirements for membership are not at all difficult. Anyone can become a member of the club by paying in advance at the time. A membership card is signed, which the member presents thereafter when he wants a drink of buttermilk.

By paying \$7, a member can have all the buttermilk he can drink in a year; for 75 cents all he can drink in a month; for 35 cents, a weeks supply, and for 15 cents, a day's supply; a large glass costs 10 cents at one time or 5 cents a mug holding one-half pint. Louis has from 150 to 200 members in his club.

Occasionally Mr. Stammert conducts a contest among his club members. Some time ago he posted a conspicuous sign containing the following:

A Pair of Walk-Over Shoes  
Free

To the Person Drinking the Most Buttermilk in Seven Consecutive Days, Commencing Saturday Morning, May 7, and Ending Friday Evening, May 14.

The winner of this contest was a man 56 years of age, who drank 231 cups of buttermilk in the seven days, an average of 23 cups a day. This man is a daily customer at the buttermilk counter and consumes as much as five quarts daily when not competing in a contest.

During the month of the contest he gained seven pounds in weight.  
N. S. G.

### MILK CONTAINS ALL THE ESSENTIALS OF LIFE

It has often been quoted that "beef eating nations rule the world." While this may be a broad statement, did you ever see a nation reach or maintain a high degree of virility or leadership that lacked animal products of some kind in its diet? For instance, the Pennsylvania Department of Agriculture calls attention to the vegetarians of Japan, China, India, and other peoples of the Far East. In no case will you find them so vigorous or progressive as the people of Denmark, Holland, Great Britain, or the United States.

The fact that the almost vegetarians can live without dairy products is, no doubt, due to the actively growing parts of plants, especially the leaves which supply to some extent the tissue demand for vitamins.

Of the products from the dairy, whole milk is the complete and perfect food for the young! When fed by itself, it will support growth and is one of the few articles of food which will do this.

#### SURVEY INCIDENTAL

One of the Dairy Council workers recently asked a young man delivering milk in and up state village, "Young man, how much milk do you sell each day." The young man bashfully replied, "Why, 35 quarts."

At a meeting held in the village that night the boy's father attended and by way of an explanation said, in a matter of fact way, "Say, I want to correct a statement. One of your good looking young ladies, making the milk survey, asked my son how much milk he sold and he got so rattled he said 35 quarts. He ought to have said 75 quarts."

## ANNUAL MEETING

(Continued from page 1)

### Addresses

We must always have every change of address reported promptly to the association if you are to get your Review regularly and thus be kept in touch with the association activities.

The following is an itemized statement of our financial operations during the past year, together with a comparison of one year ago.

In 1921 a total of 1,701.2 shares were issued making an aggregate of 11,755.7 shares since organized in 1917.

### Auditor's Report

We, the undersigned, having been appointed to audit the books of the Secretary and treasurer, have examined same and find them correct with a balance as follows:

Cash balance on hand when books were audited Dec. 1, 1920	\$ 1,029.28	\$ 3,410.87
Total receipts for year 1921	41,407.60	
Total receipts	\$42,436.88	
Expenses for 1921	\$41,132.36	
Cash balance December 1, 1921	\$ 1,304.52	\$ 1,304.52
Interest on Savings Account	125.85	
Total cash on hand December 1, 1921	\$ 4,841.24	
Securities in Treasurer's Hands		2,500.00
Registered Bond—4 1/2% interest		2,000.00
Coupon Bond—4 1/2% interest		1,749.45
Inventory December 1, 1921		\$11,090.69
Total assets December 1, 1921		

(Signed) WILLIAM T. PYLE,  
I. RALPH ZOLLERS  
C. W. EMMONS Auditors.

### Inter-State Dairy Council Report

The report of the Philadelphia Inter-State Dairy Council was presented by R. W. Balderston, secretary. (This report is printed at length in this issue of the Review.)

Following the report there was presented a performance of the Milk Fairies Play by 56 children from the Kenderton School, Philadelphia, Pa., under the direction of Miss Del Rose Macan.

This performance was greatly enjoyed by all and enabled the delegates and members to have an idea at least of one of the activities of the Dairy Council work.

### Annual Banquet

The Third Annual Banquet of the Association was held on Monday evening, December fifth, in the banquet room of the Adelphia Hotel. Three hundred members and guests participating. The following menu was served:

Celery	Fruit Cocktail	Olives
Mock Turtle Soup		
Halibut Duglere	Granite al Orange	
Roast Turkey	Cranberry Sauce	
Candied Sweet Potatoes		
French Peas		
Hearts of Lettuce		
Fancy Forms of Ice Cream		
Milk	Assorted Cakes	Coffee
Adelphia Orchestra		

F. P. Willits acted as toastmaster and presented in his usual happy manner, the following speakers of the evening:

Dean R. L. Watts, of Pennsylvania State College; Dr. T. B. Symons, of the Maryland State University; Alva Egee, Secretary of Agriculture of New Jersey; Louis Nusbaum, Associate Superintendent, Philadelphia Public Schools; Mrs.

	1918	1919	1920
Average, October, November, December	14,217,143	16,192,528	15,577,009
Average, entire year	14,418,088	15,888,953	16,395,241
Average, May, June, July, August	16,128,499	16,309,208	16,824,812
Average, Jan., Feb., March, April, Sep.	13,174,311	15,357,561	16,342,522

### Election of Officers

The directors, comprising the entire board, having retired for a short period during the afternoon session for the pur-

W. Linglebach, Philadelphia Board of Education; Dr. Walter S. Cornell, Philadelphia Department of Health; Dr. Har-

(Continued on page 11)

# Are feeding mistakes stealing dairy profits?

Why Larro brings a new day in dairying

Authorities know that mistakes in feeding cause enormous dairy losses. Yet many dairymen still fail to understand this fact.

Experts say mixing ingredients at home seldom produce an efficient balanced ration. Facilities are lacking. Errors and carelessness creep in. Essential ingredients are often not available. Quality varies. Formulae are untried and of doubtful value. Even many ready prepared rations are not reliable.

You see the proof of these feeding mistakes in poor herds and low milk yields. Cows are enfeebled. Diseases result. Offspring are puny. Profit in dairying is becoming utterly impossible.

### An unequalled feed

Years ago we determined to relieve dairymen of feeding guesswork, labor and trouble. Also to reduce the high cost of poor feeding. To do this, our scientific and feeding men spent thousands of dollars and months of time in investigation and feeding tests. Countless formulae and ingredients were studied and tried. Our whole aim was to produce an unequalled feed.

The result was a wonderful blend of certified ingredients which we called Larro. Tests proved that cows keenly relished it. Their appetite was sharpened and digestion improved. Eyes looked brighter and stamina was increased. Moreover, the milk flow immediately became more abundant and the heavy milking period was lengthened. Cows and offspring were maintained

in pink of condition. Years of use on thousands of dairy farms now prove the value of this ration beyond question. So today a group of picked men are guarding and maintaining this blend. They are working to give thousands of dairymen what our experts at first gave a few.

### Certified ingredients

To aid these men we provided labor-saving appliances which cut down the cost. Also scientific laboratories and instruments of precision. Absolutely no variation in blend is permitted. Only ingredients of certified quality are used.

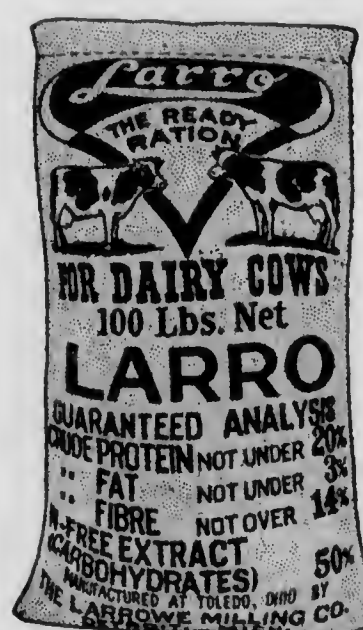
This explains why we can legally guarantee Larro to produce "More milk or your money back." We have thus guaranteed millions of bags. You can prove Larro for yourself at our risk.

### Take coupon to your dealer

Learn now why Larro marks a new day in feeds and feeding. Why it is everywhere copied and imitated. It is sold at the lowest price possible. But Larro must not be compared with old-time, inefficient feeds, either prepared or home mixed. Larro is extremely efficient. No ration is nearly so economical measured by results.

Taking the coupon to your dealer entitles you to a two-bag trial on our money-back guarantee plan. If you do not know the local Larro dealer, mail coupon to us and we will send his name.

THE LARROE MILLING COMPANY 1528 Larrore Bldg., DETROIT, MICH.



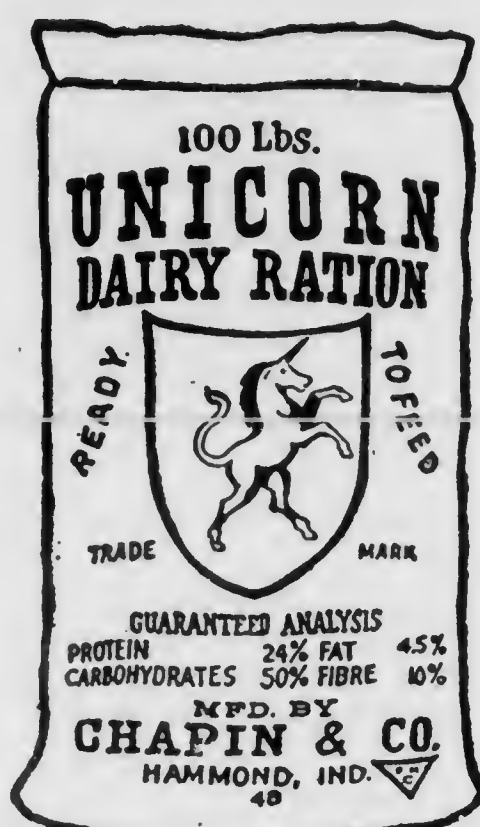
# Larro

FOR DAIRY COWS

To DAIRYMEN: This coupon, if presented to the local dealer, entitles bearer to a two-bag trial on the Larro money-back guarantee plan. If mailed to us, we will send name of the local Larro dealer.

NAME \_\_\_\_\_  
R.F.D. \_\_\_\_\_  
TOWN \_\_\_\_\_ STATE \_\_\_\_\_





Main Office:  
327 S. La Salle Street  
Chicago

CHAPIN & COMPANY

New England Office:  
131 State Street  
Boston

## How Do You Judge a Feed?

### By Analysis

The true worth of a dairy ration is not shown by its analysis and list of ingredients. The real proof is in the milk pail.

### Or Results

Unicorn makes more milk for every pound fed than is even claimed for other rations. That is why Unicorn makes you the greatest net profit.

More Milk Every Day—For More Days

## ANNUAL ADDRESS OF PRESIDENT F. P. WILLITS

(Continued from page 5)

ing, has met with unusual success, far greater in fact, than we had any idea of when it was promoted. The work of the organization will be fully reported upon during the sessions of this meeting.

One thing, however, stands out and that is in the face of an industrial depression in the city of Philadelphia, consumption of fluid milk will show an increase from 196,750,000 quarts in 1920 to approximately 209,000,000 in 1921, or a gain of over 12,000,000 quarts for the year.

Had it not been for this effort, there would, in my opinion, been a tremendous amount of surplus milk to handle, with the unquestionable result of lower prices necessary to take care of the same.

### Membership and Organization

We can report a very satisfactory growth in membership in 1921, the total now being 14,694 an increase of 2,159 during the year. This is particularly gratifying when the depressed condition of the farmers markets are taken into consideration. Our territory, while no more extended, is better represented, some twenty-seven locals having been organized during the year.

### The Review

The Review speaks for itself. The official organ of your association has been issued regularly each month. It has grown steadily in value to our members, the information contained has been broader and wider in its scope. It keeps our membership fully informed as to the markets and conditions in the industry, and we feel it has proved its worth for the time and money expended upon it. The large percentage of the cost of the Review is met by the returns from advertisers. We would ask you, whenever possible to reciprocate and if you are in the market for any of the lines advertised, at least make inquiry from those who advertise with us and when you do, don't fail to mention that you saw their ad in the Review.

We know you read the Review, let the advertiser also know that you are one of our readers.

### State and National Activities

Our activities in affairs of state and in a national way have been greater than ever before.

We have been particularly active in the representation of legislative bills in Pennsylvania and New Jersey to prohibit the manufacture and sale of imitation evaporated milk, that is, milk from which the cream has been removed, and coconut or other vegetable oils substituted, the traffic in which has reached enormous quantities, which threatens the dairy industry as well as the health of the nation. During 1920, eighty-five

tion, of which, I have again been elected treasurer to serve in 1922. We have also shared in the work of the National Board of Farm Organizations, particularly in connection with the National Legislation.

We have just recently had conferences with railroad officials of the railroads in this territory with an object of having the advance in milk freight rates, effective in August, 1920, reduced to the basis previously in effect and are planning to take this up further with the Inter-State Commerce Commission and the Committee of Railroad Executives, and use



Financial King's Interest and her 20th calf. She is owned by Grey-stone Farms, at West Chester, Pa., and is 21 years of age. Nineteen of her twenty calves were heifers.

million pounds of these imitation milks were manufactured, and the manufacturers themselves claim that their industry is only in its infancy. This work will be carried on with increased vigor during the next legislative sessions. We have also taken a prominent part in supporting National legislation, with the same purpose in view. The Voigt Bill to prohibit inter-state traffic in filled milk is being strongly supported by your association. It is a most important piece of legislation, requiring a large amount of work at considerable expense, but must be carried on if the dairy industry is to be preserved and every member should co-operate.

We have also been active in the work of the National Milk Producers Federa-

tion, of which, I have again been elected treasurer to serve in 1922. We have also shared in the work of the National Board of Farm Organizations, particularly in connection with the National Legislation.

We have just recently had conferences with railroad officials of the railroads in this territory with an object of having the advance in milk freight rates, effective in August, 1920, reduced to the basis previously in effect and are planning to take this up further with the Inter-State Commerce Commission and the Committee of Railroad Executives, and use

Close co-operation on the part of all of our members is absolutely necessary if the greatest degree of success is to be obtained. Your organization is to be congratulated for its success and every member is to be individually congratulated for the assistance and co-operation he has extended. Without this our for-

ward movement would have been impossible.

I want to thank my associate officers for their assistance and co-operation in the work during the past years, also the efforts extended by our office force, whose labors have been untiring in the interests of the association; and now as to the future:

We have many, many problems ahead of us, important problems which not only affect us individually as milk producers, but affect our organization, and co-operative organizations on the whole. Our success during 1922 will depend upon our measure of co-operation. A chain is just as strong as its weakest link, and it behooves us to strengthen our association from every angle. All our efforts will depend upon the measure of every member's co-operation. See to it that your support is the best and success will unquestionably be insured.

### RESOLUTIONS

#### National Milk Producers Federation

Whereas, the resolution favorable to the Voigt bill was unanimously passed by the conference of Allied Dairy Interests, held at the National Dairy Show, October 12th, 1921, and

Whereas, this bill, which has been favorably reported by the Agricultural Committee of the National House of Representatives and has the support of the milk producers of the country and is the bill dealing with filled milk, now before the American public, and

Whereas, the public will understand opposition to the Voigt bill as a direct attack on all legislation that would tend to prohibit manufacture of filled milk, and

Whereas, the manufacture and sale of filled milk is opposed to the public interest and to the interest of milk producers, and

Whereas, the agricultural press exists only to serve the public interest in general and the farmer in particular,

Therefore, Be it resolved that this National Milk Producers Federation, in annual session assembled, November 28, 1921, calls upon the agricultural press of the country to actively support H. R. 8086, known as the Voigt Bill, now before Congress, prohibiting the shipment of filled milk in inter-state and foreign commerce,

And be it further resolved, That the Washington office of this Federation is instructed to send a copy of these resolutions to all editors of the agricultural press.

### NEW LOCAL AT EVERETTSTOWN

A new local was formed at Everettstown, Hunderton county, New Jersey, on December third. The new local starts its career with 15 members, aggregating over 100 cows. The meeting was well attended. A number of the members of the Kingwood Local were present and Mr. Niece of that local made an address on the value and necessity of co-operative work. F. Shangle, treasurer of the Inter-State Milk Producers Association, outlined the policies and methods of that association. Frank Cole, of Milford, N. J., was elected president and Charles Burwell, Pittstown, N. J., was elected secretary-treasurer.

Keep a watch on the drinking water used by cows. Stagnant water breeds disease germs and may give a bad taste to the milk. It is well to remember that 70 per cent. of the cow's body and 57 per cent. of her milk is composed of water.

## ANNUAL MEETING

(Continued from page 9)

riet Hartley, Philadelphia Department of Health; Charles W. Holman, Executive Secretary National Milk Producers Federation; H. N. Woolman, Supplee-Wills-Jones Co.; George R. North, of the Lyndell local of the Inter-State Milk Producers Association; Mrs. F. M. Twinning, of the Wycombe Local of the Inter-State Milk Producers Association; H. D. Allebach, President of the Inter-State Milk Producers Association, and Robert W. Balderston, all of whom responded in an interesting and entertaining manner.

During the banquet, the toastmaster and retiring president, F. P. Willits was presented with a magnificent leather wallet and a silk umbrella as an expression of the appreciation by the board of directors of his long years of faithful service to the association and to its board of directors. The presentation address was made by Mr. Asher B. Waddington.

Motion pictures were shown during the evening. These included "The Turn in the Road," and the "White Bottle" educational films of the Inter-State Dairy Council.

### Tuesday's Sessions

The activities of Tuesday's session began with personally conducted visits by the delegates and members to a number of the distributing plants about the city. Numerous groups were made up so that the various members might visit the plants they most desired.

The morning session was called to order by President Allebach, who introduced the different speakers, the first being Dean R. L. Watts, State College, Pa.

Dean Watts told of a new department at State College for conducting research as to the food value of milk. He frankly admitted that the Department of Agricultural Economics had not been properly developed and stated that it was due to lack of appropriations. He urged that we make every effort to make increased appropriation in the next legislation and promised the marketing of farm products, particularly dairy products would be taught as fully as possible. He stated that at the present time the success of existing co-operative organizations are used as a basis of study on the part of the students.

Hon. Fred Rasmussen, Secretary of the Department of Agriculture of Pennsylvania was then introduced and said in part, that the present agricultural depression was due to the fact that we have used up so much man power and wealth during the war. He stated that eastern dairymen were in much better position than the grain and beef farmers of the west. He stated that there were 100,000,000 pounds more butter made this year than last. There were practically no exports but were rather imports, notwithstanding which we consumed all this extra butter, the price remaining about that of the average farm product.

He congratulated the Association on the Dairy Council work and urged that it be kept up for the future with increased zeal. He felt it was one of the most important activities an organization could engage in. There were, he said, 5 per cent. less cows in Pennsylvania as compared to 10 years ago, on the other hand, milk production has increased 2 per cent.

The Secretary also announced the appointment of Dr. Clyde L. King as Milk Investigator for the Department of Ag-



# Ce-re-a-lia Sweets

## It Pays To Please Your Cows

The best feed in the world won't produce milk if your cows turn their nose away from it. Cows munch the last morsel of Ce-re-a-lia Sweets, not because of its "high protein" or its "guaranteed analysis" but because it tastes good. We could make up a ration with exactly the same percentages of protein, carbohydrates and fat, without such a large pleasing variety of ingredients, without including appetizing molasses, but your cows would digest less, tire of its sameness, give less milk. Ce-re-a-lia Sweets "keeps". Won't lump or cake. Easy to handle. If you are feeding home-grown ground corn this year, feed Ce-re-a-lia along with it. Use the usual roughage.

## Try Ce-re-a-lia Sweets Four Weeks At Our Risk

Feed one cow four weeks on Ce-re-a-lia Sweets and make us prove these two points: First, that you will get more milk or better milk. Second, that your actual profit will be greater; if Ce-re-a-lia Sweets costs more than you're paying now, the improvement in flow or test must more than make up the difference. If either test fails, you get your money back.

Write today for details and name of nearest dealer.

**THE EARLY & DANIEL COMPANY**  
305 Carew Building Cincinnati, Ohio

Mfrs. of Tuxedo Chop, Ce-re-a-lia Egg-mash,  
Tuxedo Scratch, Tuxedo Hog Ration.

riculture for the State of Pennsylvania. He stated that he was very glad to recognize the value of the exact information from an authority like Dr. King can furnish to consumers, distributors and producers to help them in solving the problem surrounding the distribution of milk.

The President then introduced Dr. T. B. Symons, director of Co-operative Extension Work, Maryland State University. Dr. Symons said in part, "That while American farmers thought that they were having hard times, their conditions were very advantageous compared with the situation of the English farmer. In England no farmers have automobiles, for an automobile is taxed \$5.00 per horse power and gas costs 90 cents per gallon, and incomes over \$600 are taxed approximately 33 1/3%. He stated that the farmers feeding beef in England had sold their cattle for approximately \$50 less than they paid for them. He stated that the co-operative purchasing movement was strong in England, but that their

was very little progress made toward co-operative selling of farm products. He referred to the resumption of imports of Danish butter during November, 1921, their having been received in this country nearly 1,000,000 pounds during the month despite the 6 cents tariff taxes. He strongly urged our membership to support the organization and through it to take up the broad question which affects our interests. Among them, he mentioned transportation, the tariff on dairy products and particularly the transportation of filled milk through national legislation.

Miss Myrtle L. Barger, of the Philadelphia Inter-State Dairy Council, was then introduced. In an interesting address she pointed out that the proper feeding of children produces maximum health and efficiency, just as balancing of rations produces maximum efficiency in farm animals. She compared the health averages and living standards of non-milk drinking people with those of the

milk drinking races, and described in detail the nutrition work as it is carried on by the Inter-State Dairy Council and co-operating agencies in Philadelphia.

### TESTING ASSOCIATION COW POUNDS ABOVE AVERAGE

The average dairy cow in this country produces annually about 4000 pounds of milk and 160 pounds of butterfat. According to 40,000 yearly individual cow records just tabulated by the United States Department of Agriculture, the average cow testing association cow produces 5,980 pounds of milk and 246 pounds of butterfat a year. The world's records are 37,381.4 pounds of milk and 1,252 pounds of butterfat. The average dairy cow has plenty of room for climbing, and such commendable live-stock improvement campaigns as the "Better Sires—Better Stock" drive will be effective in increasing the efficiency and production of American dairy stock.



## Penshurst Ayrshires

### NOTED FOR

- 1st. First Accredited herd in the State.
- 2nd. Large size, many cows weighing over 1400 lbs.
- 3rd. World's champion production records. Five cows average 21889 lbs. milk, 1017 lbs. butter.
- 4th. Economical production. Five pounds of milk for one pound of grain.
- 5th. Milk that meets exactly the standard for Certified Milk.
- 6th. Reasonable prices for cattle. Young bulls that will increase the production of your herd, some from dams testing over 4 1/2%. Prices as low as \$100 each.

Write for Pictures and Pedigrees

**PENSHURST FARM** **NARBERTH, PA.**  
(7 Miles from Philadelphia)

## FOR SALE

### REGISTERED HOLSTEIN BULL CALVES

From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as Heifers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

**I. V. OTTO** **BOILING SPRINGS FARM** **CARLISLE, PA., R. 6**

## THE DAIRY LABORATORIES

5 North 20th Street, Philadelphia, Pa.

### Consulting and Analytical Chemists

Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

#### FLY SPRAY TO KEEP FLIES OFF DAIRY CATTLE

Chlorine Solution to Sterilize Milk Utensils Write for information

Dr. Lee H. P. Maynard, Milk Expert H. C. Campbell, B.S., M.D., Ph.G., Chemist  
Dr. H. S. Johnson, Bacteriologist Ralph Fort, Assistant  
Branches at Washington, D.C. Pittsburgh, Pa. Baltimore, Md. St. Louis, Mo.

**NICE** REG. U.S.A.  
TRADE MARK

THE NAME TO GO BY—WHEN YOU GO TO BUY  
**PAINTS AND VARNISHES**

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**EUGENE E. NICE COMPANY, PHILADELPHIA**

## Chester County Farms

Successful Farming . . . . .	Production . . . . .	Minimum Cost . . . . .	Soil Easily Tilled Proper Management Fertile Soil Proper Rainfall
	Markets . . . . .	Maximum Yields . . . . .	Consumption Good Prices Good Roads Short Mileage

Is your farming business bred along these lines? If not let's get together and talk the matter over. Chester and Delaware County Farms are well bred.

**Kennett Realty Company**  
Kennett Square, Penna.

LET US  
DESIGN  
YOUR  
STATIONERY



PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

**HORACE F. TEMPLE**  
PRINTER

BELL PHONE NO. 1 WEST CHESTER, PA.

### FOR SALE

Fancy Chester Whites, Service Boars, Brood Sows. Eight-week old Pigs. S. C. Buff Leghorn Hatching Eggs. Fine Stock.

**John C. Sutton** Blacks, Md.

### HOLSTEIN FRESIAN CATTLE

Young Stock of either Sex  
Always for Sale  
Herd Under Federal Inspection  
Free from Disease

**William S. Ker, Carlisle, Pa., R. 9**

## COW TESTING ASSOCIATIONS

### LEBANON VALLEY ASSOCIATION

Paul S. Bubb, Tester

The November report of the Lebanon Valley Cow Testing Association shows that 80 herds, embracing 277 cows in milk and 57 dry, were under test. Three unprofitable cows were sold. Number of cows producing over 40 lbs. fat, 20; over 50 lbs. fat, 5. Thirty-three cows produced over 1000 and eight over 1200 lbs. of milk. The ten highest producing cows in butterfat for the month were as follows:

Owner	Name of Cow	Breed of Cow	Lbs. Milk	% Fat	Lbs. Butterfat
J. H. Schott	R. H.	R. H.	1701	3.4	57.8
J. H. Schott	R. H.	R. H.	1800	3.2	57.6
H. B. Bomberger	G. G.	G. G.	1008	5.6	56.4
H. W. Shuey	G. G.	G. G.	1110	5.0	55.5
H. L. Iba	G. G.	G. G.	945	5.6	52.9
M. C. Buckingham	R. H.	R. H.	1188	3.9	46.3
A. G. Boger	R. G.	R. G.	774	5.8	44.9
M. C. Buckingham	G. H.	G. H.	1263	3.5	44.1
C. A. Light	G. G.	G. G.	720	6.0	43.2
H. B. Bomberger	G. G.	G. G.	720	6.0	43.2

### SOUTHERN YORK COUNTY ASSOCIATION

Wm. M. Klinedinst, Tester

During the month 23 herds, including 301 cows were on test in the Southern York County Cow Testing Association. Of this number 20 produced over 40 lbs. of butterfat and 32 over 1000 lbs. of milk, while 6 produced over 50 lbs. of butterfat and 14 over 1200 lbs. of milk. The highest herd average was that of T. Ross Wiley, whose herd of seven grade Jerseys averaged 704 lbs. of milk and 36.5 pounds of butterfat per cow. The highest single record was that of a grade Jersey owned by T. Ross Wiley, of Stewartstown.

The ten highest producing cows in butterfat for the month were as follows:

Owner	Name of Cow	Breed of Cow	Lbs. Milk	% Fat	Lbs. Butterfat
T. Ross Wiley	No. 6	G. J.	1085	5.8	62.9
D. W. Bay & Sons	Brintle	G. J.	1029	6.0	61.7
D. W. Bay & Sons	Helen	G. J.	1240	4.8	59.5
D. W. Bay & Sons	Old Burkins	G. J.	1125	5.0	56.3
Chas. Kilgore	Pauline	G. H.	1724	3.0	51.7
Jno. S. Murphy	Daisy	G. H.	1581	3.2	50.6
Stewart Bros.	No. 16	G. H.	1448	3.4	49.2
Stewart Bros.	No. 9	G. H.	1029	4.6	47.3
Stewart Bros.	No. 7	G. H.	1007	4.0	43.9
Chas. Kilgore	Neil	G. G.	1039	4.2	43.6

### CUMBERLAND COUNTY ASSOCIATION

A. A. Raudabaugh, Tester

Twenty-six herds, covering 251 cows in milk and 52 dry, were under test in the Cumberland County Cow Testing Association during November. Four cows were sold as unprofitable, and two profitable cows were disposed of. Thirty-one cows produced over 40 lbs. fat and 14 over 50 lbs. Fifty-seven cows produced over 1000 and 31 over 1200 lbs. of milk.

The ten highest producing cows in butterfat for the month were as follows:

Owner	Name of Cow	Breed of Cow	Lbs. Milk	% Fat	Lbs. Butterfat
G. L. Strock	Daisy B	R. H.	1932	3.6	69.6
E. C. Ludt	Blucy	G. H.	1728	4.0	69.2
I. V. Otto	Sholes	R. H.	2040	3.2	65.3
I. V. Otto	Betsy	R. H.	1860	3.5	65.1
I. V. Otto	Ethel	R. H.	1740	3.7	64.4
H. A. Schultz	Doll	G. H.	2083	3.0	62.5
G. L. Strock	Liz	G. H.	1596	4.1	61.3
J. W. Miller	Lear	G. H.	1413	4.2	59.3
G. L. Strock	Beauty	G. H.	1725	3.4	58.7
Elias Otto	Big Cou	R. H.	1524	3.8	57.9

### YORK VALLEY ASSOCIATION

Samuel G. Grove, Tester

During the month 26 herds including 268 cows were on test in the York Valley Cow Testing Association. Of this number forty-two produced over 40 lbs. of butterfat and sixty-four over 1000 lbs. of milk, while eleven produced over 50 lbs. of fat and thirty-two over 1200 lbs. of milk.

The highest herd average was that of H. E. Robertson, of York, whose herd of twenty-seven purebred Holsteins averaged 1026 lbs. of milk and 33.2 lbs. of butterfat per cow. The highest single record was that of Moontykes, a registered Holstein owned by H. E. Robertson.

The ten highest producing cows in butterfat for the month were as follows:

Owner	Name of Cow	Breed of Cow	Lbs. Milk	% Fat	Lbs. Butterfat
H. E. Robertson	Moontykes	R. H.	1817	3.6	65.4
J. A. Poorbaugh	Clara	G. H.	1448	4.3	62.3
J. A. Poorbaugh	Lady	G. H.	1854	3.3	61.2
G. O. Jacobs	Maggie	G. H.	1606	3.8	61.0
C. Allen May	Lady	R. G.	1318	4.2	55.4
A. C. Kehr	Mary	G. H.	1318	4.2	55.4
H. J. Coover	Mary	R. H.	1367	4.0	54.7
Henderson & Dummer	12	G. H.	1448	3.7	53.6
G. O. Jacobs	Johanna	G. H.	1327	4.0	53.1
H. E. Robertson	Finderne	R. H.	1497	3.4	50.9

### AVONDALE-WEST GROVE COW TESTING ASSOCIATION

E. T. Farrell, Tester

Number of herds tested, 26; cows in milk, 402; cows dry, 28; cows on official test, 5; number purebred bulls purchased, 2; number cows producing over 40 lbs. fat, 22; over 50 lbs. fat, 9; number cows producing over 1000 lbs. milk, 16; over 1200 lbs. milk, 6. Ten highest producing cows in butterfat for month were as follows:

Owner	Breed of Cow	Lbs. Milk	% Fat	Lbs. Fat
S. R. Cox	Holstein	1671	3.6	60.1
R. Sharpless	Jersey	967	6.11	59.0
Yeatman Bros.	Holstein	1330	4.4	58.5
C. Foote	Holstein	1656	3.4	56.3
J. Correll	R. Jersey	970	5.6	54.3
J. Correll	R. Jersey	970	5.6	54.3
C. Foote	R. Holstein	1906	2.8	53.4
Yeatman Bros.	Holstein	1351	5.2	50.6
Yeatman Bros.	Holstein	973	5.2	50.6
H. Goates	R. Jersey	1074	4.6	49.4

Healthy, Pure-Bred  
Foundation  
Stock

# CHESTER COUNTY

Healthy, Pure-Bred  
Foundation  
Stock

"THE COUNTY THAT COUNTS"

## Guernseys

### May-Rose Breeding

### HERD SIRES

#### LANGWATER HERO No. 39634

Son of Langwater Heroine, A. R. record, 16221.1 lbs. milk, 805.64 lbs. fat in Class D.

#### LANGWATER ROYAL 25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

### M. M. Hollingsworth & Son

Landenberg, Pa.

### ACCREDITED HERD

## Guernseys

### Maple Shade Farms

#### 60 Registered Guernseys

The cows that give the high priced milk

Federal Accredited Herd No. 8430

### HERD SIRES

#### Laverna's Ultra May King 24660 A. R.

Gerar Pearl's Royal 58411  
His six full sisters have eight A. R. records averaging 14371.4 lbs. milk 704.96 lbs. butter fat but two of which were made as aged cows.

### M. T. PHILLIPS

Pomeroy, Pa.

## Holsteins

### Towns End Farms

Can supply your wants in A. R. O. heifers and bulls with yearly backing.

We offer a bargain in an 18 months old bull from a 20-lb. dam with a cow testing association record for the year of over 11,000 lbs. of milk and over 500 lbs. butter. He is straight, well developed and 3/4 white. Pedigree and photo on application or will ship him subject to your approval. Price \$150.

### E. P. Allinson

WEST CHESTER, PA.

### ACCREDITED HERD



### Crystal Farm Herd

Made the largest yearly average in the

West Chester  
Cow Testing Association

#### WINTERTHUR JOHANNA PRILLY SEGIS 206498

Won Senior and Grand Champion for two years at the West Chester Fair. His daughters show great individuality and production.

It Pays to Breed to Him.

### FOR SALE

Four cows bred to this bull. Four heifers bred to this bull. Four of his daughters not bred.

### Charles J. Garrett

West Chester, Pa.  
FEDERAL SUPERVISION

## Jerseys

### BULLS

#### A Few Choice Heifers

from

#### A. R. O. Cows

sired by

#### Financial Satin Noble

\$100 and Up

80 to Pick From

### HIGHLAND FARMS

West Chester, Pa.

### ACCREDITED HERD

## Jerseys

#### Financial Sensation 153793

"The Best Bred Bull in the World"

Heads the Herd at

### Greystone Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

## Ayrshires

### Ayrshires

#### CONSTITUTION QUANTITY CONFORMATION QUALITY

Breeders of Bloomer's Queen, 4-yr.-old, 21820 lbs. milk, 1005 lbs. butter.

We sold 12 heifers in 1920 which averaged 12178 lbs. milk with first calf.

The Champion Jr., 3 yrs. old, who produced 16448 lbs. milk, 650 lbs. fat.

We offer 10 cows, 20 heifers and bulls which will increase the production of milk and fat.

FARMERS PRICES

### James Deubler's Sons

Berwyn, Pa.

### ACCREDITED HERD

## Ayrshires

### Delchester Farms

Tell us your wants and we can supply them at prices you can afford to pay.

Aged cows, bred to Glenury, an A. R. son of Finlayston.

Aged cows, bred to Rena's Baron of Highland, an outstanding son of Baron's Best of Bargaenoch.

Heifers, bred to these two great sires.

Young heifers.

Bull calves.

All the above stock carries some of the best producing blood of the breed with A. R. ancestry on both sides.

Herd free from tuberculosis

### Delchester Farms

THOMAS W. CLARK, Supt.

Edgemont, Del. Co., Pa.



## Which Way— Is Your Farm Going?

Is it moving toward greater fertility, greater production, greater earning power or is it moving toward lower production, decreased fertility and smaller income?

### Many a Farm

That has been going back because of acid soil has been brought to fertility and profit by the regular application of

### Michigan Pulverized Limestone

Calcareous Michigan Limestone is 99% pure. Taken from the largest limestone quarry in the world, dried and ground in the largest limestone mill in the country. Quantity production enables us to market cheaply.

### BUILD UP YOUR SOIL WITH LIMESTONE

Do It The Michigan Way  
MICHIGAN LIMESTONE & CHEMICAL COMPANY

### NEWTON S. GOTTSCHALL General Eastern Agent

1501 Arch St. Norristown, Pa.

## Reading Bone Fertilizer

Quality Service Satisfaction  
Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer. Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.

## 6000 MILE GUARANTEED SERVICE TIRES

At Last! High-Grade Tires  
At Low-Bottom Prices  
Notable sale of standard makes, carefully selected and scientifically reconstructed by experts. Often give thousands of miles more than the 6000 guaranteed.

"Never Held Up By Tire Trouble!"—writes General Manager Hulet of the Coast Mfg. Works—one of an army of Superior Tire's regular customers. For years, exacting car-owners have been using SUPERIOR, with complete satisfaction and a remarkable saving of time, trouble and money. Orders from the Philippines. Our strict guarantee absolutely protects you. Write for details. Your tire cost more than half!

Brand New Standard Tube  
FREE With Every Tire Ordered  
30x3... \$6.00 32x4... \$11.50  
30x3 1/2... 7.50 32x4 1/2... 11.50  
32x3 1/2... 9.00 34x4 1/2... 12.40  
31x4... 9.50 32x4 1/2... 12.50  
34x4... 10.25 36x4 1/2... 14.00  
34x4... 10.50 32x5... 13.35  
34x4... 11.10 37x5... 14.30

State whether you want straight side or clincher, plain or treaded. Send \$2 deposit for each tire ordered. Balance C.O.D., subject to examination; 5 per cent discount if full amount is sent with order.

SUPERIOR TIRE COMPANY

Dept. 285 333 First Ave., New York

## PAINT

A 5,000-gallon overstock (gray and brown) enables us to sell regular \$3.50 highest grade pure white lead and linseed oil house paint at half price—\$1.75 per gal. As good as you could buy for twice the price. Other regular colors up to \$2.35 per gallon.

Manufacturers Outlet Department

Buffalo Housewrecking & Salvage Co.

824 Walden Avenue Buffalo, N. Y.

PER GAL. Best House Paint

\$1.75

With colder days have come, Before it froze we hope you chose Seed corn, and dried it right.

## DAIRY COUNCIL REPORT

(Continued from page 3)

times said, "What are you doing to improve the quality of the Philadelphia milk supply?" We are glad to report that this is being ably handled through the department of country work under the direction of Mr. C. I. Cohee, Country Extension Director. Activities in this department have been gradually increasing. Recently an assistant, Charles S. Detweiler, has been appointed. So far we have held 35 meetings, having held "Better Milk" weeks in seven counties. These campaigns have been held in co-operation with and under the auspices of the County Farm Bureaus. The County Agents have arranged for meetings generally in connection with local units of the Inter-State Milk Producers Association. We feel that the good attendance at these meetings indicated a growing interest in this important question. Many sedimentation tests have been made, which have demonstrated graphically the importance of clean methods.

The emphasis in all this work has been "Good methods and care are the only magic really necessary to produce clean milk." The value of visual education in connection with this department has not been overlooked. We have a portable motion picture projector and a sufficient number of our films in non-inflammable stock for country use. Our new film, "The Turn in the Road," with its appeal for better methods, is now shown on every possible occasion.

### Motion Pictures

The "Fountain of Youth" has been shown nearly 300 times in Philadelphia theatres. The "White Bottle" is being shown in them now. Both these films have a nutrition story interwoven with a harmless romance that holds the interest throughout, even to confirmed "movie-fans." We have supplied a large number of entertainments for churches, schools and other meetings. Last summer we produced "Perfect Children," being a film descriptive of the nutrition classes of Philadelphia and of the schools which serve milk at lunch, instead of candies and other trifles, which is being shown to all audiences interested in the subject.

### Literature

Up to November 1st we have distributed 388,145 pieces of literature, being at the rate of 1900 per day for every working day. We have printed a bulletin on "Clean Milk," one on "Pasteurization," one on "Milk Drinks," a reprint of government bulletin "Milk for the Family," and a number of others. Other of our distribution has been that of literature published by the National Dairy Council, particularly a very valuable bulletin entitled "What Milk Will Do For Your Child."

### Speakers

A well-organized Speakers Bureau was felt from the first to be one of the essential features of our work. There are now with us four special speakers who take such assignments as schools, churches, women's clubs, parent-teacher association meetings, etc.

The Philadelphia Inter-State Dairy Council is a splendid example of what can be accomplished by co-operation. The milk producer through it, has the opportunity to tell the consumer about his product. The dealer has the chance to get the most permanent kind of increased business, and the most profitable kind as well—additional consumption in every family. The public gets the bene-

fit of a service organization through which an indispensable industry performs a social service—the officers have endeavored to keep those higher forms of education constantly before them as the best means to our end and the workers employed have brought to their work the highest ideals of service and have been exceptionally well equipped for the peculiar work required of them. Your secretary wishes to acknowledge that without their loyal support and energetic and intelligent activity the work could not have gone forward.

At the recent meeting of the National Milk Producers Federation, the subject of educational campaigns was given wide publicity. All the other associations of the country are interested in the work done here, and feel that it is going to be one of the most valuable projects a producer's organization can engage in. For that reason they congratulate the Inter-State Milk Producers Association for inaugurating the movement a year ago, out of which has grown its foster-child, the Philadelphia Inter-State Dairy Council. The Council acknowledges this obligation and desires to keep in closest contact with, and be of greatest service to, your association.

## ENTERTAINMENT FOR THE LADIES

The ladies attending the fifth annual meeting of the Inter-State Milk Producers Association were ably taken care of by the ladies' committee.

During the executive session of the association the ladies visited different department stores and attended an organ recital in the John Wanamaker Store.

Luncheon was served at the Adelphi Hotel, following which a permanent organization of the ladies attending the annual meetings of the Inter-State Milk Producers Association was formed and the following officers elected: President, Mrs. Robert F. Brinton, West Chester, Pa.; Vice President, Mrs. R. W. Balderson, Media, Pa., and Secretary, Mrs. Newton F. Gottshall, Norristown, Pa. During the afternoon the ladies attended the session of the association and the performance of the Milk Fairies Play.

Of course they all attended the banquet in the evening.

It is to be hoped that this newly formed organization will be instrumental in having a large representation of the ladies at the next annual meeting of the association.

## GENERAL RULES GIVEN FOR FEEDING OF DAIRY COWS

The following general rules as established by the U. S. Department of Agriculture will aid the feeder considerably in determining the amount of grain and roughage to feed:

1. "Under most circumstances the cow should be fed all the roughage that she will eat up clean, adjusting the grain ration to the milk production. Only when the cow tends to become overfat should the quantity of roughage be restricted.

2. "A grain mixture should be fed in the proportion of 1 pound to each 3 pints or pounds of milk produced daily by the cow, except in the case of a cow producing a flow of 40 pounds or more, when the ration can be 1 pound to each three or four pounds of milk. An even better rule is 1 pound of grain each day for every pound of butterfat produced during the week by the cow.

3. "Feed all the cow will respond to in milk production. When she begins to put on flesh, cut down the grain."

## "The Price of Milk"

By Clyde L. King, Ph.D.

Chairman, Governors Tri State Milk Commission (Pennsylvania, Maryland, Delaware), Federal Milk Commissioner for the Eastern States, Milk Price Arbitrator for the State of Pennsylvania.

## Comprehensive Treatment of the Milk Industry in All Its Phases

### NOW READY FOR DISTRIBUTION

Every Dairy Farmer Should Have a Copy of This Book

Table of Contents:  
Introductory—Chapter 1. The Public Interest in the Price of Milk.  
Part 1. The Forces That Fix the Price of Milk. 8. Manufactured Milk Products and the Price of Milk. 4. The Price Interdependence of Local, Primary and International Markets. 5. The Cost of Production. 6. Shall Dairymen Organize for Collective Bargaining. 7. Policies of Dairymen's Organizations in Their Relation to Price.  
Part 2. The Cost of Milk Production. 8. The Cost of Milk Distribution. 9. Sanitary Requirements in Their Relation to Price. 10. How Shall Milk be Distributed? 11. Can Milk Distribution Costs be Lowered? 12. The Public Interest in Milk Distribution.  
Part 3. Fair Price Policies. 13. The Food Value of Wholesome Milk. 14. Cooperation and Price. 15. Fair Price Policies.  
Endorsed by Herbert Hoover, former Food Administrator; John LeFebvre, International Milk Dealers Association; Margaret H. Boden, Chm. Food Section, Philada. Fair Price Commission; R. W. Balderson, Secy. Inter-State Milk Producers Association.

### ORDER YOUR COPY NOW

Price \$2.00 Delivered

For Sale by

## The Inter-State Milk Producers Assn.

721 Heed Bldg., Philadelphia

## BACK TO PRE-WAR PRICE Monarch Dairy Sterilizer \$2.00 PER GALLON

If your dealer does not carry Monarch, we will ship direct Express Prepaid.

A powerful Germicide and Disinfectant—Phenol coefficient 10 plus—Absolutely non-poisonous.

Bring the upkeep of your  
Milkster Down

Write for 3-oz. sample bottle of Monarch, enough for 7 milkings.

Monarch Laboratories, Inc.  
BLOOMFIELD, N. J.

## Hood Farm Abortion Remedy

is a Preventive

We do not claim it be a cure but, if given in season, it will check abortion in the majority of cases.

Mrs. John Lyddan, Webster, Ky., writes the following unsolicited letter: "Dear Sirs:—Find enclosed \$5 for which send Hood Farm Abortion Remedy. I have not lost a calf since I began with your remedy. Ten days ago I found a cow that was laboring hard. I gave one dose, then in one hour followed it with another dose that entirely relieved her."

Used with Hood Farm Breeding Powder, the best way of stamping out abortion.

PRICES: Abortion Remedy, prepaid, \$1.25, \$2.75 and \$9. Breeding Powder, prepaid, \$1.15, \$2.75 and \$5. Injection Tube, by mail, 90 cents. One medium Breeding Powder, one medium Abortion Remedy, one Tube, prepaid, \$5.75. Mention this paper.

C. I. HOOD CO., Lowell, Mass.

## Drink milk everybody

## HIGH GRADE FEEDS ARE MOST ECONOMICAL

Analysis of feeding stuffs made by the Bureau of Chemistry, Pennsylvania Department of Agriculture, during the past few months, together with a comparison of the prices, indicates that farmers can well practice economy by purchasing high grade feeding stuffs. The investigations also show that the prices of cotton seed meal and cotton seed feeds have dropped about fifty per cent. since 1920.

The cotton seed meal analyzed since spring has been found to be of an unusually high grade, averaging 42.80 per cent. protein and the average price has been \$47.11 per ton, or \$1.10 per unit value of protein, as compared with a unit value of \$2 for protein in 1920.

With protein in high grade cotton seed meals having a unit value of \$2 in 1920 it was found that low grade cotton seed feed sold at the rate of \$2.18 per protein unit.

In other words, a comparison showed that the farmer paid about the same amount for cotton seed feed as he did for cotton seed meal which contained 5.62 per cent. more protein.

These figures indicate that the farmer should purchase high grade cotton seed meal rather than the low grade feeds which contain much less protein and a larger proportion of cotton seed hulls.

## FILLED MILK RESOLUTION

Resolution passed at the recent convention of New York State Dairymen's Association:

"Whereas, the manufacture and sale of filled milk in this country has reached large proportions, and

"Whereas, recent investigations made by the National Dairy Council have shown that a large proportion of the consumers of this product are led to believe that it is 'as good as milk'; and

"Whereas, this product is lacking in those vital substances contained in whole milk and butterfat which are essential for the proper growth of children, and

"Whereas, its presence on our markets will result in its being fed to children in the place of genuine milk, thereby becoming a menace to the welfare of large numbers of children

"Therefore, Be it Resolved, That the New York State Dairymen's Association call upon our state legislature to take such action and provide such laws as will prevent the sale of this product in the State of New York thereby protecting the welfare of our children and the dairy industry, and be it further

"Resolved, that we call upon our representatives at Washington to support pending federal legislation for the suppression of this pernicious product."

A breeder of pure bred cattle in Columbia county has been dropped from the Accredited Herd list by the Bureau of Animal Industry, Pennsylvania Department of Agriculture, for adding cattle, not tuberculin tested, to his herd in violation of the Accredited Herd Plan.

In addition to eliminating tuberculosis from herds, the Accredited Herd Plan contains safeguards against recurrence of the disease. A common method for re-infecting a herd is by adding cattle whose health is undetermined.

The Bureau officials are receiving splendid support from stockmen and their organizations in protecting herds against recurrence of tuberculosis. Pennsylvania breeders and others interested in livestock improvement are upholding the hands of the State and Federal officials in dealing with careless and unscrupulous individuals.

## MILKING MACHINES

The use of mechanical milkers is becoming more common in the production of market milk, and the extension of their use brings up an elaboration of an old problem; that of keeping the machines clean.

It has shown that unsterile dairy utensils are one of the chief causes of high bacteria counts in fresh milk. For this reason, each additional piece of apparatus with which milk comes in contact is an added opportunity for contamination. If the milking machines are properly washed and sterilized, all well and good; but often they are not properly cared for and are the direct cause of high-count milk. This fact may be due to the farmer being negligent, or else he may never have been properly informed as to how to clean and sterilize his machines. Proper instructions in this regard can improve this condition.

Owing to the construction of milking machines, persistent care must be exercised in cleaning them if milk of high quality is to be produced. Each of the following points requires careful attention in cleaning milking machines:

1. Rubber tubing, including glass unions.
2. Teat cups and inflations.
3. Claws.
4. Bucket.
5. Head.
6. Valves.
7. Moisture traps.
8. Vacuum lines.

Definite cleaning instructions should be followed by each milking machine operator.

Certified milk is being produced with milking machines, and also market milk of a good grade, under ordinary farm conditions. There is no short cut, however, to cleanliness; and neglected machines will not draw clean milk. To attain this objective, machines must be thoroughly washed and sterilized. The milking machine is sure to play a larger part in the economics of dairying. For this reason it is important that care be taken in sanitation, so that nothing will impede its development.

The Dairy Division of the U. S. Bureau of Animal Industry is conducting investigations in the cleaning of milking machines, and from the experience gained so far we have outlined a set of instructions which we think is simple, and which has proven very effective in producing milk of a uniformly low bacterial count. This method we believe will be of interest to all milk plants, creameries, and cheese factories in aiding their patrons who have milking machines to produce a better grade of milk. This method will be outlined later.

(Milk Plant Letter No. 93)

## BALANCE FARM MANURE WITH ACID PHOSPHATE

While manure is a complete fertilizer, it is not a well-balanced one, the agronomy department of the State College at Ithaca points out, and suggests that it be balanced with acid phosphate. The soil men say a ton of average mixed manure is equivalent in plant food value to 100 pounds of a 12-5-10 mixture. This may be balanced by adding 40 or 50 pounds of acid phosphate to the ton, or by applying 400 to 500 pounds of acid phosphate to each acre receiving eight or ten tons of manure.

The surest and quickest way of improving production of a dairy herd is through the use of a high class pure bred sire. The cheapest way to secure him is through the co-operative bull association plan



## Do You Know What You Are Feeding Your Cows?

Mix your own roughage and home-grown grains with  
**Lewis Linseed  
Cake Meal**

Your cattle will thrive on it  
Ask the Farmers who  
have been using it.

## Lewis Linseed Cake

is compressed Meal, which can be broken up as you need it—if you prefer it that way. We'll be glad to take you through our plant where these feeds are made. Write us if you are interested.

## John T. Lewis & Bros. Co.

705 Lafayette Building

Philadelphia, Penna.



A battery recharged here is one charged properly—for it is constantly under competent observation when it is "on the line" and exacting care is taken to prevent overcharging or any other injury.

Your battery lasts longest when we handle it.

OUR SERVICE is unbiased and dependable.

Pusey & Young Storage  
Battery Station

WEST CHESTER, PA.

COATESVILLE, PA.

## E. NEWLIN BROWN

Live Stock  
Auctioneer  
WYCOMBE, BUCKS CO., PA.  
Sales Anywhere—Anytime

## KELLY DUPLEX Grinder and Roughage Mill

Converts your low price grain into high grade dairy feed.

The mill with the duplex plates, that means greater capacity with less power.

Write for catalog and new, low price.

H. SCHMALTZ & CO.  
Kennett Square, Pa.

## DOUBLES THE VALUE OF HIS COWS

Uses Kow-Kare with Grain Feed with Wonderful Results

This Yankee dairyman knows the value of increasing the milk yield through perfect cow-health. R. D. Johnson of Groton, Conn. writes:

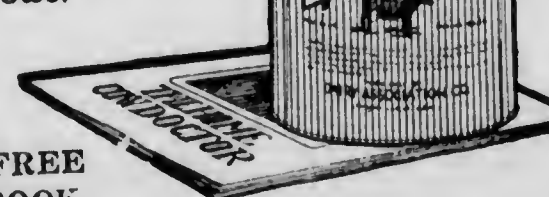
"Have used your Kow-Kare for the past two years, and have never fed cows any grain without giving one tablespoonful of Kow-Kare. I have positively doubled the worth of cows. I bought a cow a year ago for \$75 and she was giving fourteen quarts per day, and she has just freshened again three weeks ago, and I am getting twenty-four quarts per day, and Kow-Kare made this cow. Have four others that I bought that were giving from fourteen to sixteen quarts and now I am getting twenty-two quarts per day from them."

Kow-Kare is a valuable winter aid in the cow barn because it keeps the assimilation and digestion in healthiest condition when the feed must be mostly concentrates and roughage. Winter housing and feeding reduce the vitality and activity of the milk making organs. Kow-Kare restores and keeps digestive and genital functions healthy. Barrenness, Abortion, Scouring, Bunches, Milk Fever, and Loss of Appetite are banished by using Kow-Kare as directed.

The milk yield tells the story of the health of the herd—and poor milkers mean a loss. Let Kow-Kare help you to a bigger dairy profit. General stores, feed dealers and druggists sell it at the new reduced prices—65c and \$1.25.

DAIRY ASSOCIATION CO., INC.,  
Lyndonville, Vt.

Write today  
for this valuable  
book on  
diseases of  
cows.



FREE BOOK

Drink milk everybody

Mention the Review when writing advertisers



# LOUDEN



The Common Water Trough is a Prolific Source of Disease Among Dairy Cows

## Increase Your Milk Production

Dairymen who use the Louden Water Bowl find that their milk production is increased from 10% to 40% because the cows can get pure fresh water as much and as often as they want it. The cow must first have water for her body needs, the surplus goes for increased milk production.

## "Everything for the Modern Farm"

Farming and Dairying is a Business nowadays that demands careful attention and modern equipment in order to place them on a profit paying basis. The Philadelphia Farmers and Dairymen Supply Company are specialists in such equipment and will be glad to serve you in making the best selection to meet your needs from their complete stock of "Everything for the Modern Farm and Dairy."



"Just Plain Cow Sense"

"You Can See for Yourself the Extreme Simplicity of the LOUDEN WATER BOWL."



The Louden Water Bowl Provides a Constant Supply of Fresh, Clean Water Free From Infection

## The Cow Knows How to Operate It

It's Simple  
It's Sanitary  
It's Durable  
It's Easily Cleaned  
It's Accessible  
It Don't Catch Litter  
It Can't Run Over  
Cows Like It

## The Wrong Way

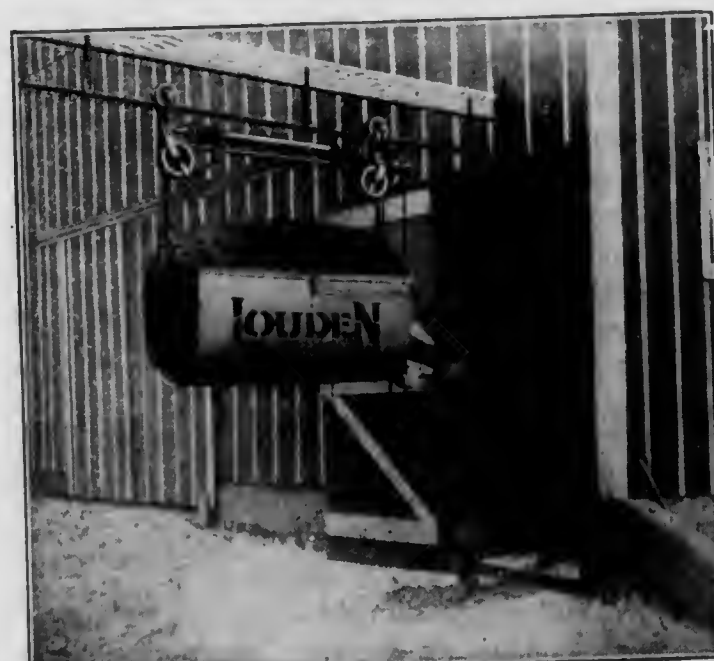


Why clean your stables the old fashioned way and waste much time, manure and a cheerful disposition?

## Louden Litter Carrier

Both the small and the large dairy owner can secure various styles of this Litter Carrier to meet his needs, and he will find it an indispensable aid to lighten his daily chores. THE LOUDEN LITTER CARRIER can be operated on a wire cable, rigid track or on a swinging crane.

## The Right Way



Save time and hard toil and enrich your soil the LOUDEN WAY—it will soon pay for itself

**PHILADELPHIA FARMERS AND DAIRYMEN SUPPLY COMPANY**  
1916-1918 MARKET STREET PHILADELPHIA, PA.

Check for Detailed Literature Desired

- ☐ Litter Carriers
- ☐ Water Bowls
- ☐ Steel Stalls
- ☐ Steel Stanchions
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Complete Stock on Hand

Check for Detailed Literature Desired

- ☐ Engines
- ☐ Manure Spreaders
- ☐ Feed Grinders
- ☐ Engines
- ☐ Milking Machines
- ☐ Dairy Equipment

Complete Stock on Hand

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., JANUARY, 1922

NUMBER 9

## DECEMBER MILK CONDITIONS

### HOLIDAYS EFFECT MARKET

For the greater part of December the Philadelphia Milk Market closely approached normal conditions. On the whole the demand for fluid milk has not been as heavy as in November. Supply, except during the closing weeks of the month, was about equal to the consumptive demand.

January again finds the basic and surplus feature of the Philadelphia Selling Plan in effect. In order that our readers may be fully informed on this matter we have reprinted the details of the plan now in operation on another page of this issue of the Review.

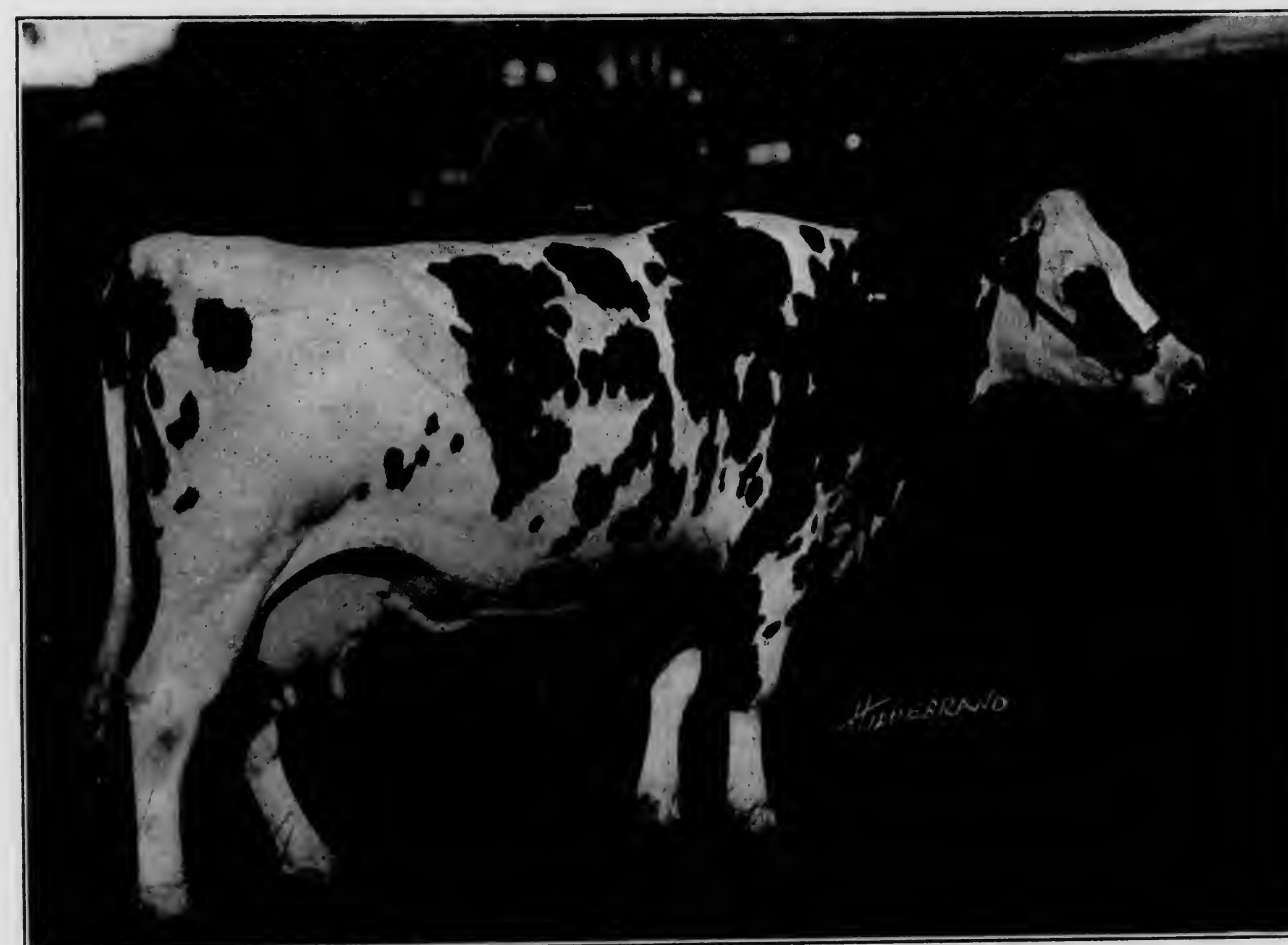
## IMITATION MILK

By A. A. MILLER

It has been but a comparatively few years that much has been heard of the so-called imitation, filled or bogus evaporated milks. The movement, once started, however, through ingenious advertising and selling methods, the sale has increased by leaps and bounds and we understand from the manufacturers

vania, New Jersey, Wisconsin and other states.

In Pennsylvania and New Jersey it has been definitely established that "filled milk" such as "Hebe," "Enzo," "Nutro," "Carolene," "Nyco," "Silver Key" and "Majal" have been sold as milk and have been recommended by sellers as being as



Hygia Lilly Pontiac Pauline, First Prize Winner, Senior and Grand Champion, Maryland State Fair, 1921. Seven day record, 520.8 lbs. milk, 21,208 lbs. butter. One of the best aged cows of the year. Owned by Woodrow & James, Rising Sun, Md.

The market developed the usual weakness during the holiday period, not because of any increase in the supply, but rather from the customary decrease in consumption at this season.

While the milk flow was completely absorbed at the country receiving stations, shippers of milk direct to the city had their usual requests from a number of the small dealers to keep some of their milk on the farms. Small dealers having no facilities for storing milk or working their surplus into other products, can only resort to having milk held on the farm when the supply exceeds the dealers demand.

The price of milk on the principal Philadelphia platforms during the greater part of December ranged from 6 to 6½ cents a quart. During the holiday surplus, however, prices receded, ranging from 5 to 5½ cents.

Weather conditions, for the season, have been favorable to production. There was no continued extreme cold weather, little, if any, snow and cows have not

General prices for January are slightly modified owing to the removal of the three per cent. war tax on freight, effective January first, 1922. This rearrangement gives the farmer delivering milk at country plants from one to two cents additional per hundred pounds, dependent upon the distance from Philadelphia. Under the circumstances the basic price for 4 per cent. butterfat milk delivered Philadelphia remains at 6½ cents per qt. Making shipments on this basis, the farmer prepaying the freight, makes his saving in the freight he pays. The price of 3 per cent. milk at country plants in the 50 mile zone in December was \$1.87 per hundred pounds, while in January the price of basic 3 per cent. milk will be \$1.88 per hundred pounds.

The butter market has, with an increasing supply and competition from foreign butter, gradually weakened in price. Early in the month 92 score butter sold in New York at 46½ cents. There were slight fluctuations, up and

(Continued on page 11)

themselves that their business is considered as being only in its infancy.

These milk imitations or substitutes are usually made from skimmed milk, the butterfat having been removed and marketed as butter, with a return of approximately 45 cents a pound, while this same butterfat is replaced in the bogus milk product by an addition of from 6 to 7½ per cent of vegetable oil, usually coconut oil, which has been obtainable in the market at prices ranging around 12 cents a pound.

Originally these filled milk products were largely sold in bulk, but the advantages of unloading the product directly upon the consumer in pound and one-half pound cans, put up in exactly similar containers as straight evaporated and condensed milk was found to be a much easier way to market it.

While it may not be the intention of the manufacturers to deceive the public there is no doubt but that buyers are being deceived. These facts have been proven by extended surveys in Pennsy-

good as and better than evaporated milk of known standard manufacture. Some of them have been recommended by sellers as being perfectly satisfactory for the feeding of infants.

That these so-called compounds have a food value is not questioned, but it has been definitely established by the most eminent authorities on nutrition, including the leading authority on this subject, Dr. E. V. McCollum, Professor of Chemical Hygiene, Johns Hopkins University, that the so-called vitamins are not present in sufficient quantity necessary to sustain growth and health of infants and growing children and therefore necessary for the health of the nation on the whole. We need only to turn to the enlistment records of the United States of the late World's War to see how great the number of rejections for service, due to causes directly traceable to under-nourishment.

Experiments have been made with the lower types of animal life, particularly

(Continued on page 11)



## SELECTION, CARE AND MANAGEMENT OF THE DAIRY SIRE

By LEWIS W. MORLEY

(Continued from last month)

A discussion of this subject would not be complete without taking up the subject of Co-operative Bull Associations. These associations were first organized in Europe. As with other co-operative organizations, Denmark was the first country to demonstrate the value of the co-operative bull association. The big advantage of such an association is that it gives the members an opportunity to breed their cows to an exceptionally well bred bull, at a lower cost than would be possible if each farmer kept a bull.

The first of these organizations in the United States was formed in Michigan in 1908. Since that time there has been a gradual but constant increase in the number of these associations. According to a recent survey made by the Dairy Division of the United States Department of Agriculture, there are one hundred and twenty-three associations owning co-operatively five hundred and seventy-three bulls. At the present time, Pennsylvania leads all the other states with a total of twenty-one associations owning ninety-three bulls.

"The officers of the association consist of a board of directors, who, by ballot, elect from their own number a president, vice president and a secretary-treasurer. A director is elected from each block, but if there are an even number of blocks, one director at large must be elected. "Each share of stock subscribed and each assessment that is levied shall be paid by the members to the treasurer of the association, whereupon the money shall be available for the conduct of the business of the association. "The board of directors have the management and control of all the business of the association, fix the compensation of the officers, make proper arrangement of blocks, and membership therein, provide a bull for each block, select, purchase, and sell the bulls of the association, fix the rate of compensation of bull service, arrange for a keeper and his compensation, and for the care and handling of the bulls. "The service fee, fixed by the board of directors shall be charged to the members of the association, and shall be collected by the keeper of the bull at the time of service. Service fees, so collected shall be turned over to the secretary-treasurer at least once every three months, together with a record of the cows served, stating date of service, the name and number of each cow, and the name of her owner. "If a member desires to breed more than the number of cows which he subscribed, the breeding charge for each additional cow above that number shall be \$3.00. "The board of directors shall designate the places for stabling the bulls. The place for stabling shall be upon premises free from tuberculosis, as indicated by the tuberculin testing of the herds maintained thereon. Each block director shall, under the direction of the board of directors, be responsible for the proper stabling and care of the bull in his block, and enforce the rules and regulations that the association or the board of directors may make. He shall use his best efforts to keep the bull in a strong, vigorous, healthy condition, on a sufficient and suitable ration, and with sufficient exercise. "Any farmer in the township of—, County of—, owning one or more cows, may, at the time of organization become a member of this association and be entitled to its benefits and privileges by signing and agreeing to comply with the constitution and by-laws. Any farmer who wishes to become a member after the adoption of this constitution shall, in addition to the requirements at the time of organization, make his application to the secretary of the association, stating the number of cows that he will subscribe and the block to which he desires to

belong, but, before the applicant becomes a member, his application must be accepted by the board of directors.

"Every member shall be entitled to one vote and only one. No vote by proxy shall be allowed.

"The term 'block' shall mean the subdivision of the association for the convenient grouping of the members, owning the required number of cows, so those in each block may, during the same period of time, make use of one of the bulls of the association.

"The association shall be divided into three or more blocks and the blocks shall be designated numerically and in order. Each block shall be provided with one high-class purebred bull. The majority of his ancestors shall have butterfat records of at least 600 pounds. A bull shall be kept two years in a block and then moved to the next block. Such changes shall be made in numerical order unless the board of directors finds that some other change or disposition of the bull is necessary.

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(Continued on page 12)

## SCOURS IN CALVES

By NEWTON S. GOTTSCHALL

Scouring in calves is a common disease dreaded by many dairymen. It is the most common trouble in raising calves by hand.

In considering scours care should be taken first of all to distinguish between common scours due to indigestion and acute contagious scouring caused by navel infection.

Common scouring is a result of indigestion and may in its first stage be nothing more than an attempt of nature to remove the undesirable and irritating contents of the digestive apparatus. Such scours are much more liable to break out among calves that are hand raised than those allowed to suck their dams. The reasons for this are improper feeding or irregularity in feeding and unclean utensils which is more often the cause of bowel disorder especially during warm weather. Great care should be exercised that all utensils are kept scrupulously clean. Frequent scalding will keep them sweet and clean.

Regularity in feeding is as important as the amount and kind of feed. It must be remembered that the stomach of the young calf is sensitive and easily deranged by feeding excessive amounts of feed or food not adapted to such young animals. When the calf is allowed to run with its dam, as nature intended, it always gets its milk at the same temperature and in small quantities.

The surroundings of the calf must be considered also in controlling this dreaded disease which gives the young animal a set back from which it recovers very slowly. Filthy quarters should be avoided. It has been found that calves kept indoors altogether, or, at least most of the time are more liable to have the disease than those permitted to run out in the open. Calves too closely confined are compelled to breathe the air that is laden with gases given off from the dung and urine. Such gases in the air not only decrease the volume of oxygen, but are usually direct poisons to the animals breathing them. Such poisons lower the vitality of the animal and impair digestion, which leads to the accumulation of undigested material in the stomach and intestines, causing an irritation, poisoning and diarrhea. They further weaken the system so that it can no longer resist and overcome the trouble.

Sometimes in the case of close breeding or inbreeding where the robust constitution cannot be obtained, we find that the individual must be especially cared for to prevent scouring. Other things being equal the strong, vigorous calves are the least predisposed to the complaint.

Common scours appear within two weeks after the calf is born, in fact they sometimes appear so soon after birth to lead men to think that the cause existed in the body of the calf before it was born. Scours may be preceded by constipation. In the first stages of scouring the feces are somewhat soft, having some mucous mixed with them, but gradually they become more watery and in acute cases death may ensue within two or three days from the combined drain on the system and the poisoning by the absorbed products of the decomposition in the stomach and bowels. In the first stages of the disease the calf may retain its appetite, but as the disease develops it rapidly loses its appetite, becomes dull,

loses flesh and because of the offensive odor from the dung becomes an object of disgust to all who come in contact with it.

Prevention—The prevention of this complaint is the prevention of constipation and indigestion with all their attending causes; selection of strong, vigorous stock, separation of the sick from the healthy and thorough disinfection of the buildings.

Treatment—The treatment varies according to the nature of the disease. Where it is nothing more than diarrhea the first thing to do is to remove the irritating matters from the digestive tract, for this one to two ounces of castor oil may be given according to the size of the calf. Reduce the amount of milk from one-half to two-thirds. After the irritating substances have been removed from the digestive tract demulcent agents may be given such, as the following: One dram anise water, one dram nitrate of bismuth and one dram gum arabic three times a day. Under such treatment the stools should increase in consistency until in a day or two they become natural.

If the outbreak is the result of contamination the first thing to do is to remove all possible sources of such contamination. In such cases castor oil should be given to expel the irritating matter from the digestive tract. In addition to this give the following: Ten grains calomel, one ounce prepared chalk, one teaspoonful creosote. Mix and divide into ten parts and give one, four times a day.

Acute Contagious Scouring—This is the most dreaded form of diarrhea in the new-born calf. It makes its appearance usually before the end of the second day, and may even be present immediately after birth. When a calf is affected with white scours it shows it plainly by its sunken eyes, weakness, short, rapid breathing and low temperature. The calf usually lying on its side with its head resting on the ground or floor as the case may be. The discharges are yellow in color and very offensive. Death usually ensues within 24 to 36 hours.

This form of scouring is contagious and frequently spreads through the entire herd. The infection may cling to the stable for several years. This disease has been traced to a small bacillus having the general characteristics of larvae which produce hemorrhagic septicemia. When this bacillus was introduced into the body of rabbits and guinea pigs it was found to kill them in six to eighteen hours. It has also been discovered that this bacillus enters by the raw unhealed navel, and that if the navel is carefully treated to prevent infection, the animal will be immune.

Prevention—This disease is so fatal and quick in its action that it is hopeless to try to cure it. In order to prevent this disease the dam should be placed in a clean, unused stable several days before calving. The bedding in these new quarters should be sprinkled with a carbolic acid solution. As soon as calving sets in the tail, hips, and anus should be sprayed with a carbolic acid solution (1/2 oz. to quart). When the calf is dropped the navel should at once be tied with a cord that has been saturated with strong carbolic acid solution. The stump of the cord and the adjacent skin should then be washed off with the following solution: One-half dram iodine,

(Continued from page 9)

## DAUPHIN COUNTY HEALTH SURVEY NOTES

By Edith M. Howes

It has often been stated that there were as many country children as city children under normal weight.

The results of the recent survey of school children in Dauphin county, Pa., shows us that this is the case. Out of the 2,539 children recently weighed and measured in the rural schools in that county, 641 of them proved to be 10 per cent. or more under weight. It is also interesting to note that but 668 of the total number were found to be drinking milk every day and that these children were only drinking, on the average, one and one-half cups of milk a day.

The exact amount of milk consumed per capita in all the different towns in the county was also ascertained. In this way the close relation between the amount of milk consumed and the amount of malnutrition in any given locality was established.

In one township, 161 children out of 236 are ten per cent. or more under weight, and the survey shows the milk consumption per capita to be only .28 of a quart per day. On the other hand, one town consumes .35 of a quart per person and only 16 out of 142 children in the township fall below the normal weight line.

The very smallest amount of milk consumed was in two small towns in the southern end of the county. In those same districts the proportion of children who are underweight is the highest. The fact that 1023 families in the county keep cows and that only 668 children drink milk every day is also significant.

### PENNSYLVANIA FARM PRODUCTS SHOW

If you want real education in agriculture—in all its branches—do not miss the sixth annual Pennsylvania Farm Products Show to be held in Harrisburg, Pa.

The show will be held in the week of January 23-27. A large portion of the show will be in the Emerson-Brantingham Building, while the Overland Harrisburg Building will house the balance of the show. These exhibits promise to far exceed, both in size and educational value, that of any previous show.

Many meetings of state-wide and county agricultural organizations will be held in Harrisburg during the week of the show.

The Inter-State Milk Producers Association and the Philadelphia Inter-State Dairy Council will have a combined booth and display in the Emerson-Brantingham Building. Visit this booth and make it your headquarters during the week.

Now do not miss this great opportunity to meet with your fellow farmers and dairymen. Plan to attend this show—it's well worth while. Take the family along—there will be enough to interest them all.

### NUMBER OF SILOS GROW

The silo, that very necessary adjunct of a successful dairy farm, is coming more into use in Pennsylvania each year. Figures of the Bureau of Statistics of the Pennsylvania Department of Agriculture show that at the present time there are approximately 22 per cent. of the farms of the state that have silos. On November 1, there were 45,210 silos on the farms of the state, an increase of two per cent. during the current year.

### BERKS COUNTY FARM PRODUCTS SHOW

The eighth annual farm products show for Berks county was held in the rooms of the Worley Hardware Company, 3rd and Penn Sts., Reading, Pa., January 5, 6 and 7, 1922.

There was a large premium list, including various exhibits of corn, potatoes, apples, canned and dried products, jellies, etc.

A very interesting and instructive exhibit of the value of milk as a food and how essential good milk is in the diet was held during the show, the Milk Dealers Association of Reading co-operating.

### SMALL FAVORS THANKFULLY RECEIVED

The discontinuance of the 3 per cent. war tax on railroad rates, effective January first, makes a small gain in the net price for milk on the farm, but the gain is so small as to be practically negligible. In the price basis, sent out as of January first, 1922, the war tax has been deducted from the freight rate and added to the amount received for milk. The new basis increases the price at receiving stations, at points out in the country, one cent per hundred pounds, up to and including the 180 mile zone. From that point up to the 300 mile zone the increase in the price received amounts to two cents per hundred pounds.

### INTER-STATE DAIRY COUNCIL GREETINGS

To all who have served us so loyally during 1921.

On behalf of the Executive Committee of the Philadelphia Inter-State Dairy Council, I wish to express our appreciation of your co-operation, and particularly the spirit in which you have given us your very best help.

This team work is the thing that really counts in life, and has made it possible for us to get through many hard days and to come up smiling for the next.

On behalf of the Committee, I wish you a very Merry Christmas and a Happy New Year.

Very sincerely yours,  
ROBERT BALDERSTON,  
Secretary.

### DAIRY COUNCIL NOTES

Outstanding feature of the Dairy Council for December has been the campaign in Dauphin county, Pennsylvania. Messrs. C. I. Cohee and Charles S. Detwiler of the County District Department have held a number of meetings with an average of attendance of over 150. This is a part of a campaign which will also take in nutrition work for all the country districts as well as the towns and cities, including intensive work in Harrisburg, Pa.

A survey conducted by the Pennsylvania Home Economics Extension Department through the rural schools of Dauphin county shows that of the approximate 3000 rural school children, who were weighed and measured, 25 per cent. are more than 10 per cent. underweight. This indicates a very serious situation among our farm people. We have every reason to feel that conditions in Dauphin county are no better or any worse than in the other county districts of the Philadelphia Milk Shed.

Miss Edith Howes of the Council made a survey of the consumption of milk in the county, visiting every place where milk was sold, even in small quantities. She found that the consumption per capita of about three-tenths of a quart. It was no greater in the rural section than in the city of Harrisburg. In fact it was discovered that in the school survey that only about one-fourth of all country children drink as much as a glass of milk per day and one-third of them do not drink milk at all. At least more than one-third of them drink tea and coffee regularly.

### Plans for 1922

Plans for 1922 are fairly well under way and include an enlargement of country work and extension and nutritional program for Philadelphia, some new moving pictures and the production of a considerable amount of new literature and posters.

It is expected that the production of new material can be effected through co-operation with the National Dairy Council. High lights in the Philadelphia work are:

1. Lecture of Dr. McCollum, January 6th, following a meeting of the Dairy Council itself.
2. Some very successful meetings among the colored people, particularly a meet-at the Royal Theatre where about 2000 school children were assembled for the play and moving pictures.
3. The increased newspaper publicity in the Philadelphia papers, regarding the nutritional work in the schools.

Farm accounts make the farm of more account.

## FILLED OR FED

A Story of Serving Milk in the Philadelphia Public Schools



### NO WONDER EMMA SMILES

Her chart shows she has gained 12 pounds in eight weeks. If you ask her how she did it, she will tell you that she drank six glasses of milk every day.

Cover page of a new booklet on the Nutritional Value of Milk, issued by the Philadelphia Interstate Dairy Council. A copy will be furnished on request.

### FARM WOMEN TO MEET IN CONNECTION WITH FARM SHOW

The Society of Farm Women of Pennsylvania, which during the past two years has grown until it now extends into practically every county in the state, will hold its annual convention in Harrisburg in connection with the sixth annual State Farm Products Show, January 23-27.

Mrs. Frank B. Black of Somerset county, state president of the organization, is hard at work on the program and is endeavoring to secure several speakers of national prominence to appear before the farm women. The musical program will also be one of the features of the convention sessions.

The Farm Women met in connection with the show, for the first time last year and it is likely that they will continue to co-operate in making the show a success.

### FARM TRACTORS GROW GREATLY IN NUMBERS

That the use of the tractor on the farms of Pennsylvania is becoming more popular is indicated by the fact that on November 1, of last year there were approximately 8,500 tractors in use throughout the state. The figures were compiled by the Bureau of Statistics of the Pennsylvania Department of Agriculture. One year ago there were approximately 6,800 tractors on the farms of the state, an increase during last year of 1,700. That the horse still maintains its supremacy is indicated however when it is shown that less than five per cent. of the farms in Pennsylvania have tractors.

"A man I know kicked up a row That stirred a neighbor's wrath, He walked up to a lady cow And slyly pinched her calf."

—Gargoyles.



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### Editorial

We are entering a new year. What  
shall be our aim for 1922?

What the future holds in store for us  
depends, to a large extent, upon the  
manner in which we individually conduct  
our own business—for dairying is a business—  
and how earnestly we co-operate for  
the common good of the industry and  
for our own particular market.

To be successful every producer of  
milk must be sold on the idea that a  
good, clean, marketable product must  
be produced. That it must be made economically  
and marketed economically. That the public at large—and that includes  
producers themselves—must be educated to consume larger quantities,  
if only for their own health and welfare.

If we have fully convinced ourselves  
that the above statements are not only  
true but that they are to be observed,  
one-half the battle for a successful year  
has been won.

It is just as easy, from a standpoint  
of dollars and cents, to make good, clean,  
milk as any other kind—just requires a  
little more care—no great expense, if  
any. Good, clean milk recommends itself  
to the consumer, and after all the  
ultimate consumer is the judge of quality,  
he drinks milk on quality and if the  
quality is not there, he quits using it.

Economical milk production depends  
on the elimination of the boarder cow,  
care of the herd, intelligent feeding,  
labor, etc. In many cases excessive labor  
costs may be reduced by mechanical appliances.

Economical marketing depends on the  
efficiency of your co-operative bargaining  
or marketing association and its  
efficiency is measured by the co-operation  
of its individual members. The  
stronger the organization the greater its  
bargaining power.

Milk production has been rapidly increasing  
and it is absolutely necessary  
to educate the consuming public to the  
greater use of "The very best food in  
the world, milk." To increase consumption,  
however, we must furnish the public  
what it wants—good, clean, safe milk.  
The consumption in Philadelphia in 1921  
increased in round numbers 12 million  
quarts over the previous year.

The making of our own market is in  
our own hands.

Let us co-operate in making 1922 a  
highly successful year.

The retirement of F. P. Willits as president  
of the Inter-State Milk Producers  
Association, at the annual meeting in  
December, was not unexpected. Even a  
year ago it was only after strong urging  
that Mr. Willits consented to accept the  
office for 1921.

Later, in the summer of 1921, Mr.  
Willits owing to the press of personal  
affairs, presented his resignation to the  
directors, but was prevailed upon to  
serve until the end of the year.

While Mr. Willits has the interest of  
the organization strongly at heart, he has  
felt that the growing pressure of his  
personal interests demanded a greater  
share of his time and he did not wish  
to continue as president of the Inter-  
State Milk Producers Association unless  
he could devote the time required to keep  
in close personal touch with the work of  
the association. This he has found for  
some time to be exacting too great an  
effort on his part.

Mr. Willits has been president of the  
association since its reorganization in  
1917, having been elected president in  
December, 1916. He has performed his  
duties conscientiously and with a high  
degree of credit both to himself and to  
the organization. It was only after due  
consideration by the board of directors  
that his retirement from the presidency  
was accepted by the directors.

In electing Mr. H. D. Allebach president  
for 1922, Mr. Willits feels that the  
work of the organization will be in  
strong hands, that Mr. Allebach's long  
experience in the detail work of the association  
peculiarly fits him for the position  
and that the success and growth of  
the organization will continue under his  
direction.

Mr. Willits, even though no longer  
president of the association, has been  
elected a member of the executive committee  
and will continue to give some of his  
time to the association and serve in  
an advisory capacity in all the important  
affairs of the organization work.

Mr. Willits continues to serve on the  
executive committee of the Philadelphia  
Inter-State Dairy Council and was recently  
re-elected to serve as treasurer of the  
National Milk Producers Federation.

There is no limit to what manufacturers  
of imitation or filled milk will attempt.  
They would have the public believe  
that representative daily papers of the  
country are not in sympathy with the  
effort to eliminate the so-called bogus  
milk compounds from the market.

Were it not a known fact that "news  
matter"—easily converted into readable  
filler editorials had been broadcasted by  
the representatives of one of the leading  
milk substitute manufacturers and these  
subsequently rebuilt into a presumably  
representative expression of what the  
public thinks—some consideration might  
be given to the statements.

The truth, the whole truth and nothing  
but the truth, is our motto.

We know how the stuff (bogus milk)  
is sold—what it is sold for. We make no  
claim that the stuff is unwholesome but  
we do say that it was, has been and is  
now being fraudulently sold and a fraud  
thus perpetuated upon the public.

The only safe way to obviate such a  
fraud is to stop the manufacture and sale  
of such compounds, and the best means  
now available to accomplish this purpose  
is through national and state legislation.

## THE PHILADELPHIA SELLING PLAN

### Basic and Surplus Basis Starts in January

Beginning with January the basic and  
surplus plan of buying milk again becomes  
effective in the Philadelphia Milk  
Shed.

In order that producers be fully familiarized  
with the 1922 basis, which is a  
slight modification of the plan in effect in  
1921, we reprint herewith the basis which  
was adopted on October 3rd, 1921.

#### Revised Philadelphia Plan

The following method of determining  
price to be paid the farmer will be in  
force 1922 and until further notice.

Each producer shall be credited with  
the amount of milk delivered by him during  
October, November and December, 1921.  
The average production of these  
three months shall be known as the "basic  
quantity." These amounts are to be  
posted at the receiving station and duplicate  
copies sent to the Inter-State Milk  
Producers Association.

During the following nine months he  
will receive the basic price for the following  
percentages of this amount of milk:  
Jan. 100% April 100% July 110%  
Feb. 100% May 100% Aug. 110%  
March 100% June 100% Sept. 115%

Additional milk produced during these  
months, if any, to be paid for on the  
following basis:  
A committee of three, one from the  
producers, one from the manufacturers  
and one from the dealers, will check up,  
each month, the average price of New  
York 92 score solid packed butter, as  
published in the United States Bureau of  
Markets for that month and immediately  
inform all concerned what this price may  
be. Payment for all additional milk  
above determined, to be made according  
to the following schedules:

No. 1. Producers who have been regular  
patrons of a receiving station, or  
regular shippers to a dealer, who have  
established a basic quantity during October,  
November and December, 1921,  
are to receive the basic prices for basic  
quantity. For an amount of additional  
milk less than or equal to the basic  
amount, 92 score New York butter plus  
20%. For all additional surplus above an  
amount equal to basic quantity, a price  
based on 92 score New York butter without  
the 20% premium for the months of  
January, February, March, April, May,  
and June. During July, August and  
September, all shippers shall be paid for  
additional milk a price based on 92 score  
New York butter plus a premium of 20%.

No. 2.—A. All former patrons at a  
receiving station or direct shippers to a  
dealer who make no milk through October,  
November and December and who  
therefore established no basic quantity,  
if they resume shipping in January,  
February and March, shall be paid a  
price for all their milk based on 92 score  
New York butter plus a premium of  
20%. This plan to continue until October  
1st, 1922.

B. If they fail to resume shipping  
until April, May or June they shall be  
paid a price based on 92 score New York  
Butter for the months of April, May and  
June. For July, August and September  
the price to those shippers shall be 92  
score New York butter price plus a  
premium of 20%.

No. 3. Men starting in the dairy business  
and who therefore have not established  
a basic quantity who desire to start  
to ship milk during any one of the

first nine months of 1922 shall be allowed  
to establish a basic quantity by calculating  
one-half of the daily average of the amount  
produced by such shippers during the first  
thirty days of shipment and thereafter counting  
this as the basic quantity during the remaining  
months.

No. 4. In case of tenants changing  
from one farm to another, or farm owners  
selling out and repurchasing a farm elsewhere  
and who by this procedure change  
buyers of their milk, it is definitely  
understood that the basic quantity established  
goes with the cows.

No. 5. Special cases of one or more  
producers changing to new buyers are  
open to agreement between such producers,  
buyers and Inter-State Milk Producers  
Association.

This agreement covers all points in  
the territory. Any of the three parties  
interested, that is (the distributors, manufacturers  
and the Inter-State Milk Producers  
Association) reserves the right to ask  
for a conference to consider the situation  
if it feels its interests are being  
jeopardized thereby.

### INCREASED MILK PRODUCTION THROUGH BETTER SIRE

A gain of 17 per cent. in milk production  
and 20 per cent. in butterfat production in  
daughters over their dams because of the use  
of a purebred bull is the striking result obtained  
in the New Windsor, Md., cow testing association  
which has a bull association as a subsidiary.  
The records of 21 cows were compared with  
the records of their 21 daughters after the latter  
had become mature cows. The average production  
of the dams for one year was 5,560 pounds  
of milk and 219 pounds of butterfat. The daughters  
averaged 6,523 pounds of milk and 263 pounds  
of butterfat, a gain over the mothers of 963  
pounds of milk and 44 lbs. of fat. In the association  
every one of the daughters sired by one of the  
three association bulls was better than her dam.  
One of the bulls produced an average improvement  
in his daughters of 1414 pounds of milk and 62  
pounds of butterfat.

The worth of the purebred sire as an  
improver of the productive capacity of dairy  
cows has been measured in a number of localities  
where there are both cow testing and bull associations.  
The United States Department of Agriculture  
has collected figures from a number of communities,  
but in the past it has been difficult to keep tab  
on the improvement that bulls have made in herds.  
The plan of the Dairy Division now is to get  
such figures, as far as possible, on cows owned  
by members in all the 158 bull associations  
in the United States.

### HAULING OUT THE MANURE

Many farmers this fall and winter have  
been cleaning out the manure pit or spreading  
the pile of manure on the new seeding, or on land  
to be plowed in the early spring. This is good  
practice, they say at the agricultural colleges, for  
when manure is exposed to the rain, the best  
part of it may be lost during an open winter  
and spring. When it is spread on the land,  
the rain washes the soluble part of the manure  
into the soil, ready for use by the next crop.



## LATEST MARKET PRICES

### DECEMBER PRICES

All milk shipped during October, November  
and December is paid for as basic milk. The  
quantities established by these months fix  
the basic quantity of milk on which producers  
will be paid during 1922.

#### F. O. B. Philadelphia

From these prices one cent per 40 quarts  
or one cent per 100 pounds is to be deducted  
by the buyer, which together with one cent  
per 40 quarts, contributed by the buyer, is to  
be turned over to the treasurer of the Inter-State  
Dairy Council for the purpose of carrying on a  
publicity campaign, advertising the food value  
and greater consumption of dairy products. The usual  
commission from the members of the Inter-State  
Milk Producers Association is to be deducted  
and returned to the Association as heretofore.

Test	Basic	Basic
Per cent.	Price	Price
100 lbs.	per	per
Quart	100 lbs.	Quart
3.1	\$2.47	5.35
3.2	2.51	5.45
3.3	2.55	5.55
3.4	2.59	5.65
3.5	2.63	5.75
3.6	2.67	5.85
3.7	2.71	5.95
3.8	2.75	6.05
3.9	2.79	6.15
4.0	2.83	6.25
4.1	2.87	6.35
4.2	2.91	6.45
4.3	2.95	6.55
4.4	2.99	6.65
4.5	3.03	6.75
4.6	3.07	6.85
4.7	3.11	6.95
4.8	3.15	7.05
4.9	3.19	7.15
5.0	3.23	7.25
5.1	3.27	7.35

When the milk is not tested the price f. o. b.  
Philadelphia is 6 1/2 cents per quart

### DECEMBER RECEIVING STATION PRICES

Quotations include a deduction of one cent  
per 100 pounds which amount together with one  
cent per 100 pounds, contributed by the  
buyer, is to be turned over by each buyer to  
the treasurer of the Inter-State Dairy Council  
for the purpose of conducting a publicity  
campaign advertising the food value and greater  
consumption of dairy products. The usual  
commission from the members of the Inter-  
State Milk Producers Association is to be  
deducted and returned to the Association as  
heretofore.

Freight and Receiving Station Charges	Deducted
Miles	30¢
1 to 10 incl.	\$1.00
11 to 20 "	1.04
21 to 30 "	1.08
31 to 40 "	1.12
41 to 50 "	1.16
51 to 60 "	1.20
61 to 70 "	1.24
71 to 80 "	1.28
81 to 90 "	1.32
91 to 100 "	1.36
101 to 110 "	1.40
111 to 120 "	1.44
121 to 130 "	1.48
131 to 140 "	1.52
141 to 150 "	1.56
151 to 160 "	1.60
161 to 170 "	1.64
171 to 180 "	1.68
181 to 190 "	1.72
191 to 200 "	1.76
201 to 210 "	1.80
211 to 220 "	1.84
221 to 230 "	1.88
231 to 240 "	1.92
241 to 250 "	1.96
251 to 260 "	2.00
261 to 270 "	2.04
271 to 280 "	2.08
281 to 290 "	2.12
291 to 300 "	2.16

Freight rates deducted on a basis of 46  
quarts, 113 per cent. of 40 quarts, plus 3%  
war tax. Four-tenths of a cent added or deducted  
for each one-tenth of one per cent.  
butterfat above or below 3 per cent.

### JANUARY BASIC PRICES

#### F. O. B. Philadelphia

Prices subject to change wherever warranted  
by market conditions

Test	Basic Quantity	Price
Per cent.	per 100 lbs.	Per quart
3.1	\$2.47	5.35
3.2	2.51	5.45
3.3	2.55	5.55
3.4	2.59	5.65
3.5	2.63	5.75
3.6	2.67	5.85
3.7	2.71	5.95
3.8	2.75	6.05
3.9	2.79	6.15
4.0	2.83	6.25
4.1	2.87	6.35
4.2	2.91	6.45
4.3	2.95	6.55
4.4	2.99	6.65
4.5	3.03	6.75
4.6	3.07	6.85
4.7	3.11	6.95
4.8	3.15	7.05
4.9	3.19	7.15
5.0	3.23	7.25
5.1	3.27	7.35

When the milk is not tested the price f. o. b.  
Philadelphia is 6 1/2 cents per quart

### DECEMBER COMPARATIVE PRICES

#### PAID PRODUCERS FOR MARKET MILK

#### Eastern Territory

4 per cent. butterfat, per 100 pounds

N. Y., 200 mile zone, pool price	\$2.88
Philadelphia, 50 mile zone	\$2.27
Baltimore, per gallon f. o. b.	\$0.26

### JANUARY RECEIVING STATION PRICES

Freight and Receiving Station Charges  
Deducted

Miles	Freight on 40 qt. can	Price per 100 lbs. 3% milk
1 to 10 incl.	25¢	\$1.97
11 to 20 "	28	1.95
21 to 30 "	30	1.93
31 to 40 "	31	1.92
41 to 50 "	33	1.90
51 to 60 "	34	1.88
61 to 70 "	35	1.87
71 to 80 "	37	1.86
81 to 90 "	38.5	1.84
91 to 100 "	39.5	1.83
101 to 110 "	41	1.82
111 to 120 "	42	1.81
121 to 130 "	43	1.80
131 to 140 "	44.5	1.78
141 to 150 "	45.5	1.77
151 to 160 "	47	1.76
161 to 170 "	47.5	1.75
171 to 180 "	48.5	1.74
181 to 190 "	50	1.74
191 to 200 "	50.5	1.73
201 to 210 "	51.5	1.72
211 to 220 "	53	1.71
221 to 230 "	53.5	1.70
231 to 240 "	54.5	1.69
241 to 250 "	55	1.68
251 to 260 "	56	1.67
261 to 270 "	57	1.66
271 to 280 "	57.5	1.65
281 to 290 "	58	1.65
291 to 300 "	59.5	1.63

### MONTHLY PRICES OF GRADE B OR MARKET MILK

F. O. B. Philadelphia and at receiving stations  
in the 50 mile zone at 3 per cent.  
butterfat. Four-tenths of a cent being added  
or deducted for each one-tenth per cent. fat  
above or below 3 per cent.

1920	F. O. B. per quart Phila.	Receiving station 50 mile zone per cwt.
January	8.1	8.21
February	8.1	8.21
March	8.1	8.21
April	8.1	8.21
May	8.1	8.21
June	8.1	8.21
July	8.1	8.21
August	9.1	8.67
September	9.1	8.61
October	9.1	8.61
November	9.1	8.61
December	7.1	2.68
1921		
January	7.1	2.68
February	7.1	2.68
March	7.1	2.68
April	7.1	2.68
May 1-17	7.1	2.68
May 18-31	5.35	1.87
June	5.35	1.87
July	5.35	1.87
August	5.35	1.87
September	5.35	1.87
October	5.35	1.87
November	5.35	1.87
December	5.35	1.87

### CURRENT RETAIL MILK PRICES

#### Grade B or Market Milk

Pasteurized and bottled

Philadelphia	Quarts	Pints
New York	11	7
Baltimore	12-16	7
Pittsburgh	13	8 1/2

### 1920-1921

#### MONTHLY SURPLUS PRICES

4 per cent. milk at all receiving points

	1920	First half	per month	Average
	January	\$3.16	\$3.16	\$3.12
	February	3.20	3.19	3.18
	March	3.14	3.14	3.19
46	April	3.38	3.43	3.43
de-	May	2.96	3.00	3.00
nt.	June	2.71	2.76	2.76
	July	2.76	2.76	2.76
	August	2.61	2.64	2.64
	September	2.78	2.81	2.81
	1921			
	January	2.61	2.58	2.58
	February	2.17	2.22	2.22
ted	March	2.42	2.39	2.39
	April	2.35	2.35	2.35
	May	1.68	1.68	1.68
rt	June	1.49	1.51	1.51
	July	1.84	1.84	1.84
	August	2.11	2.08	2.08





## Biscuits and Dairy Feeds

Why do you like your hot biscuits light and fluffy?

Because they *taste better* and *digest better* than the heavy, soggy variety!

For the same reason your cows prefer a light, bulky grains ration. It tastes better and digests better. It produces the most milk and the richest milk.

Union Grains is light and bulky. One quart weighs only  $\frac{3}{4}$  lb. Contains only 8% moisture as against 15% in most feeds. Feed Union Grains by weight, not by measure, and see how much farther it goes than other feeds.

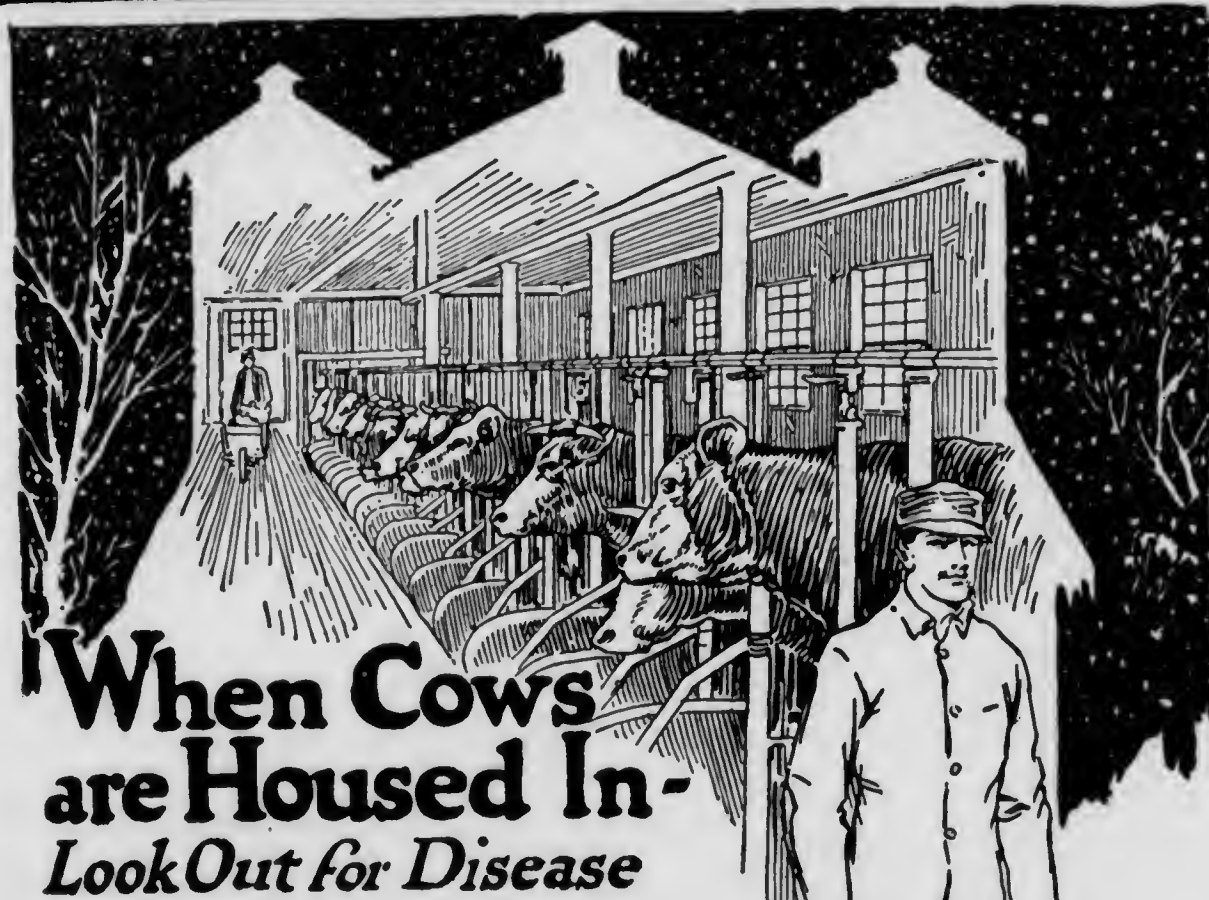
4. UNION GRAINS is light and bulky—highly digestible.
5. UNION GRAINS is palatable.
6. UNION GRAINS is safe to feed.
7. UNION GRAINS is strong in digestible protein.
8. UNION GRAINS is low in fibre content.
9. UNION GRAINS is low in moisture.

UNION GRAINS was the first commercial dairy feed made. It has given continuous satisfaction for over 20 years.

Write us for free milk record sheets

Dept. 1 THE UBIKO MILLING COMPANY Cincinnati, O.

**UBIKO**  
BALANCED RATIONS  
For All Farm Stock



## When Cows are Housed In—Look Out for Disease

YOU cannot afford to have the winter season wipe out the summer's dairy profits. Watch out for sickness; don't overlook the slightest unhealthy symptom. Keep your eye on the milk yield of every cow. A little extra care in winter will keep the entire herd producing at a profit the year round.

Cows in barn—with very little green feed, much roughage and concentrates—need every aid possible to keep assimilation and digestion strong. Let these functions lag and the milk yield falls. The cow becomes an easy prey to serious disease.

Kow-Kare is the winter cow-health guardian in the best dairies because it supplies just the assistance needed to tone up the digestion and assimilation and keep the genital organs healthy. Besides its wide use in treating Barrenness, Abortion, Retained Afterbirth, Scouring, Bunches, Milk Fever, Loss of Appetite, etc., Kow-Kare is more and more being used during the winter months as an aid to general health and increased production. It acts directly on the milk-making organs, keeping them normal and healthy.

Kow-Kare costs so little and means so much to cow owners that no dairy should be without a constant supply. General stores, feed dealers and druggists can supply you at the new reduced prices of 65c and \$1.25.

Write for our free book on cow ailments, "The Home Cow Doctor." Make this a dairy-profit winter.

DAIRY ASSOCIATION CO., INC.  
Lyndonville, Vt.



## AGRICULTURAL GYPSUM A MEANS OF SAVING THE NITROGEN IN SOLID AND LIQUID MANURE

By Professor George A. Olsen

The most valuable component of barn manure is nitrogen. The liquid excrement from horses, cows and pigs contains sixty-five to seventy-five per cent. of the total nitrogen in manure. However, most of the nitrogen in sheep manure is present in the solid excrement.

It is obvious that the urine of farm manure should be saved as well as the solid excrement. This can be accomplished if water tight gutters and floors and other precautionary measures have been provided.

In addition to improved sanitary conditions cement gutters and floors are well suited for barn purposes. With cement constructed pits for holding the liquid excrement there is very little need of loading the manure with litter. On the other hand most farm barns are not provided with improvements such as referred to and usually it is in those places where considerable litter should be used for absorbing the urine.

Cement construction or litter will not save the nitrogen. They serve only as means for conducting or absorbing the urine. They do not prevent fermentation; neither is it desirable that fermentation should be entirely checked. It depends upon the kind of fermentation which operates. The fermentation process involved in the conversion of the urine nitrogen into the ammonia nitrogen is desirable and is usually the one which takes place. It is a step in the change to nitric nitrogen, the form of nitrogen which is directly utilized by plants.

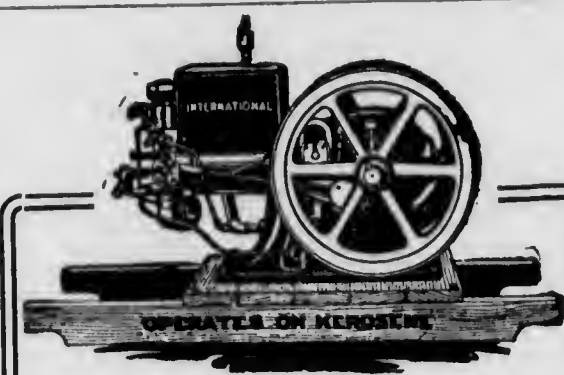
While desirable fermentation is generally the rule the ammonia which is formed is gaseous in nature and as much as seventy per cent. of the total nitrogen may be lost. The characteristic ammonia smell in the barn or manure heap is this gaseous ammonia which chemists have recognized as ammonia carbonate.

The detection of ammonia about the barn is a sure sign that the most valuable plant food material in manure is being lost. Whether or not ammonia is detected, the nitrogen is continually lost because analysis of manure as cared for under general farm practice methods show enormous losses. The rate of loss largely depends upon temperature, the degree of fermentation and evaporation.

Recognizing that the nitrogen is being continually lost the farmers should provide means for combatting or minimizing it. One way to this end is with the use of agricultural gypsum.

Daily applications of three to five pounds of agricultural gypsum per animal are made. It is spread on the floors and gutters and on the manure pile. The liquid excrement mixes with the agricultural gypsum and the latter gradually dissolves. Consequently as the gaseous ammonium is formed during the process of fermentation it ties up with the sulphate sulphur in the agricultural gypsum and forms a non-gaseous salt which is known as ammonium sulphate.

The advantage of using agricultural gypsum freely is to assure against the losses of the valuable plant food nitrogen and improve the sanitary conditions about the barn. Agricultural gypsum besides being a preserver of nitrogen is a valuable plant food and when included in the barn manure will help improve the soil.



## INTERNATIONAL ENGINES

### POWER AND ECONOMY

Let an International Kerosene Engine be an active partner in doing all your hard jobs, such as grinding feed, pumping, sawing, threshing, etc. A size to fit your needs  $1\frac{1}{2}$ , 3, 6 and 10 H.P. They have a record of long service and low cost.

Write for literature



International Harvester Co.  
OF AMERICA  
216 N. 23rd St. Phila., Pa.



## Special Sale of Slate Remnants

5,000 rolls of the very best grade heavy slate surface roofing in natural colors of both red and green at \$1.75 per roll of 108 sq. ft., including fixtures.

This roofing is made of exactly the same material as first grade which sells for \$3.40 per sq., except for the fact that the surface is not as smooth.

Manufacturers' Outlet Department  
Buffalo Housewrecking & Salvage Co.  
834 Walden Avenue Buffalo, N.Y.



Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

Pusey & Young Storage  
Battery Station

WEST CHESTER, PA. COATESVILLE, PA.

## HEAT STERILIZATION FOR MILKING MACHINES

This method has proven very successful and is both simple and effective.

Immediately after milking, the machines are rinsed with cold or lukewarm water drawn through the machines by vacuum. The flow should be broken occasionally by pulling the teat cups out of the water and then immediately immersing them again. This is done ten or twelve times.

The above process is then repeated with hot soda solution. Teat cups and tubing are washed with a brush at this time.

Units are then rinsed with clean water drawn through by vacuum.

Long milk tube and teat cups are then detached from head of pail. Air tubes (in inflation types of machines) are plugged, and the whole is placed in a tank of clean water, care being taken that all parts are entirely submerged. The water is then heated to a temperature of 160 degrees to 170 degrees F. and held there for 15 to 20 minutes. The water is then allowed to cool, and the parts to remain there until the next milking. (A covered tank will usually hold the temperature above 160 degrees F. for the required length of time, if heated to 165 degrees or 170 degrees F.)

The effect of heating on the rubber parts has not been fully determined by this department as yet. So far, however, the temperatures used have not been any more detrimental to the life of the rubber than other methods of sterilization.

Bacterial counts obtained on comparative tests made with machines sterilized by this method and others sterilized in a chlorinated lime solution have been in favor of the heat method of sterilizing. This is undoubtedly due to the fact that the heat penetrates more thoroughly all the cracks and crevices.

Twice each week the machines should be taken entirely apart and washed thoroughly with brushes and hot soda solution. The vacuum line should be cleaned about every two weeks by drawing hot soda solution through it with vacuum. If milk is drawn into the vacuum line, the pipe should be cleaned immediately after milking.

The moisture trap on the head of the machine (cover of pail) should be cleaned every day.

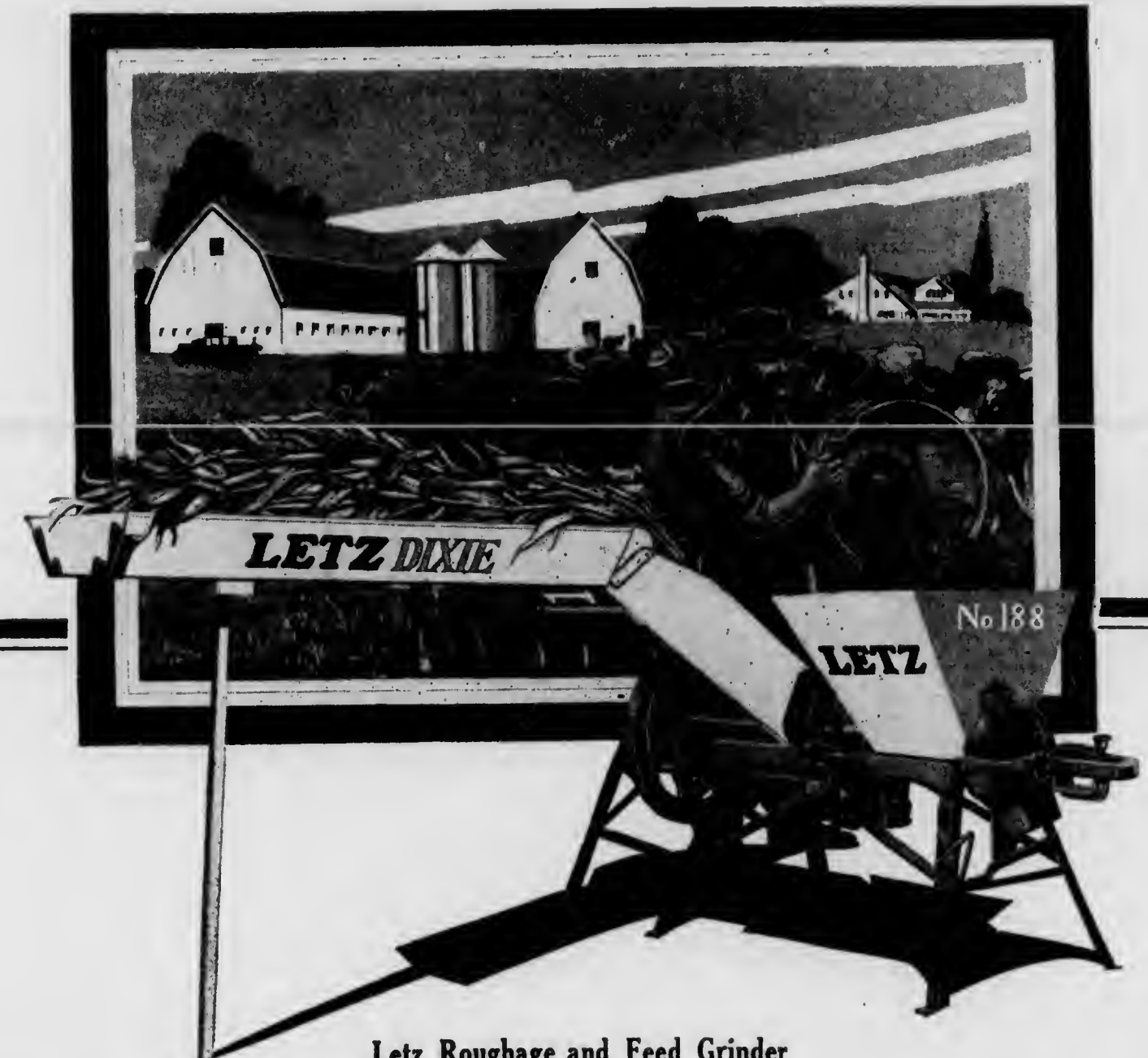
Milking machine pails and covers should be thoroughly washed and sterilized with steam after every milking.

In preparing the cows for milking, the same care should be used as in milking by hand. It is necessary that the teats be very clean if a clean milk is to be obtained.

Milk Plant Letter No. 94.

## WHY FARMERS BUY LESS

The index number of the average price of 31 farm products in the United States declined from 246 in June, 1920, to 106 in June, 1921, say workers in the field of economics at the State College of Agriculture. Since then it has risen to 107 in July, 114 in August, and 118 in September. The index number of the average wholesale price of all commodities in the United States was 156 in September; this means that farmers on the average sell products which would have brought \$100 before the war for \$118. They then find that commodities which they could have purchased for \$100 before the war will now cost them \$156. They can, therefore, purchase only 76 per cent. as much as normally, or have 76 per cent. of their normal purchasing power. But there has been a slight improvement of late.



Letz Roughage and Feed Grinder

## Why Does A Cow Chew Her Cud And What It Means To You

YOU HAVE ALL WATCHED a cow eat grass and fodder in a rapid manner and then later at her leisure, she would chew her cud. That's her normal way of eating, because she has four stomachs and uses them all. She first swallows her food, unmasticated into the first big stomach. After grazing her full, this food is forced back again for her to chew as her cud, which thoroughly masticates and mixes it with saliva. It is now fit to pass on directly to the second, third and fourth stomachs, which can then extract all the nutritive values.

HOW THIS AFFECTS YOU, if you feed grain or heavy concentrates alone, without mixing them with bulky roughage meal, they pass directly to the second, third and fourth stomach, without being remasticated and made fit for proper digestion. But when you mix a ground roughage fodder of alfalfa, ensilage or legumes with the ground grain, it follows the natural course of going to the first stomach and returning again to be remasticated. This is why a cow chews her cud. Thorough mastication, proper digestion, and 100% assimilation of all nutritive values result. The cow is then "Hitting on all four stomachs." This means a real saving in your grain bill and

natural health for the cow. The LETZ DIXIE Roughage and Feed Grinder will best prepare a uniform feed and proper mixture of a natural ration for your stock.

BIGGER SAVING AND BETTER RESULTS. The LETZ Roughage Grinder system will enable you to utilize all the coarse fodder that you have about the farm. It makes an appetizing and pleasing ration for the cow, who will not waste it nor can she over eat it like straight grain fed alone. If you go a step further, mixing the ground roughage and grain feed with molasses, skim milk or other concentrates in a Thatcher Hot Process Feed Mixer, you will have an excellent stock feed, rivaling in economy and quality any of the expensive prepared feeds.

RECOMMENDED BY AUTHORITIES. Leading dairymen have already proved to their satisfaction that the LETZ Roughage and Feed Grinder best performs a great service in producing an economical and well balanced feed right on your farm. Our experience also enables us to heartily recommend it for reducing your feed bills. We can furnish power units of the right size for this work. Let us give you further interesting facts in reducing your feed bill.



Everything For The Modern Farm And Dairy

## SERVICE

Mail and phone orders given special attention. Long distance phone orders may be reversed. Repair service on all lines.

## PHILADELPHIA FARMERS

— AND —

## DAIRYMENS SUPPLY COMPANY

1916-1918 Market Street

Philadelphia, Pa.

## SPECIALISTS

Our large and complete stock on farming, dairying, poultry and other equipment offer you the best possible selection for your needs.

MENTION THE REVIEW WHEN WRITING TO ADVERTISERS





## "Only a Bowl of Bread-and-Milk"

*Do you say? Yet it has the power to raise babies to strong men and keep old men young*

No one questions the value of Bread-and-Milk for babies, but how few stop to consider that it's just as good for older folks of every age.

The same energy-value that encourages Bobbie to take his first step, keeps Mother young and radiant, Father fit and keen in his middle forties and Grandma hale and hearty at eighty-six.

Bread-and-milk are Family Food. Together

they contain *every* element needed for your health—proteins for repair, carbohydrates for health and energy, and a big proportion of the precious vitamins that build vitality and serve as protection against disease.

Eat Bread-and-Milk! Make a complete meal of it at least once each day. You will not only cut down on your table costs, but build up a fund of health beyond price.

## Bread-and-Milk With Every Meal

### BREAD AND MILK CAMPAIGN—A STATE WIDE MOVEMENT

The frequency with which "crackers and milk" or "bread and milk" have been advertised by bakers during the past year has resulted in a request that the Philadelphia Dairy Council participate in a bread and milk campaign, inaugurated by the bakers of the State of Pennsylvania, to be put on in the middle of January.

This project will cover the whole state of Pennsylvania and represents a unique get-together movement. It is proposed to feature in the newspapers and by posters the virtues of good old fashioned bread and milk—its wholesomeness as well as being an economical food. The advertisement above represents the class of matter that is proposed to use in quarter page space in the daily newspapers.

The slogan to be used will be "Bread and Milk at Every Meal." Use bread and milk as an adjunct of every meal.

In some cities and towns parades and bread and milk luncheons will be features.

The invitation to participate in this advertising and educational program is gratifying as it is an acknowledgment of the necessity of including a liberal quantity of milk in the human ration, from the cradle to old age.

The campaign should, however, not be considered as confined to cities and towns. From our observations, as printed elsewhere in this issue of the Review, there is a great need for a larger consumption of bread and milk, and more particularly milk in the rural districts of the state.

Bread and milk contain all the elements necessary for proper nutrition. The fats and carbohydrates for energy, protein for muscle building and particularly the three important minerals, Phosphorus, calcium and iron, necessary for the proper building of the human body. They also contain the three essential vitamins.

We have always used bread and milk on our table, considered them one of the regular fixtures of the meal, rather than in the light of the important element of food that they are, and their relative value in costs as compared to a great many of the other articles of food.

Use bread and milk—use them with every meal—for young and old. They constitute one of the cheapest and most helpful combinations of food.

### CONSIDER FARM OPERATIONS IN RELATION TO ENTIRE BUSINESS

Hasty conclusions should be avoided in making use of the results of the year's cost accounts for improving the organization of the farm, warns the United States Department of Agriculture. All good farmers know that sometimes a positive decrease in profits may ensue if an enterprise be dropped because, taken alone, it has failed to pay. Cows, for instance, may not show a net profit, but if all the cows were sold there might be no other way of using the roughage, which would become a dead loss. Labor devoted night and morning to milking and feeding cows, and charged to them, would be entirely lost if the cows were sold and nothing supplied to fill in the time. Thus an added burden for the maintenance of labor would have to be borne by the other enterprises.

The fact that the hogs or the corn crop bring in the most net money during the season is no reason for assuming that all the activities of the farm in the future should be devoted solely to hogs or corn. It may be that the keeping of cows is partly responsible for making the hogs so profitable, or that the growing of wheat, clover, or other crops in rotation with corn makes the latter crop much more profitable than it would have been if grown alone.

Similar conditions will be met with on all farms and, therefore, no sudden changes should be made on the basis of what a single year's accounts may indicate. All angles of the enterprise should be taken into consideration.

### WEST CHESTER FARM PRODUCTS SHOW

The First Annual Chester County Farm Products Show is being held in the State Armory, West Chester, Pa., January 11, 12, 13 and 14, 1922.

The Chester County Corn Show has become so successful that this year it was deemed necessary to add to it various other farm products and call it the Chester County Farm Products Show. Practically all of the agricultural organizations of the county are co-operating in this project, also the West Chester Board of Trade.

The program is as follows:

#### Wednesday

2.00. Annual meeting of Chester and Delaware County Fruit Growers Association.

3.00. Annual meeting of Chester County Holstein Breeders Assn.

7.30. Dairy Meeting, A. A. Borland. Moving pictures of the breeds.

#### Thursday

"CORN DAY"

#### Friday

Annual meeting of the Farm Bureau—10.30 A. M.

#### Friday Evening

"Grange Night"

#### Saturday

"Boys and Girls Day"

10 o'clock, Corn Judging Contest.

Wheat grading, potato grading, egg candling and packing, and fruit packing demonstrations will be conducted during the show.

Under dairy products, prizes will be awarded for market raw milk, pasteurized milk, raw Guernsey market milk, and farm and creamery butter.

Feeding cows so they can exist is one thing, and feeding them so they can produce milk is another.

Buying feed for boarder cows is like pouring water down a rat hole.

### THE FARMERS DAIRY MARKETING COMMITTEE OF ELEVEN

The Dairy Marketing Committee of Eleven, the outcome of the National Dairy Marketing Conference, held in Chicago in May, 1921, appointed by the president of the American Farm Bureau Federation, with the advice and consent of the National Producers Federation, has been duly organized and has laid down an "outline of work" which follows:

1. The Committees. Detailed studies and investigations are to be undertaken by sub-committees—committees on Market Milk, Butter and Cheese, Dairy By-Products, Co-operative Advertising and Co-operative Laws.

2. The reports of the various sub-committees will be submitted to the committee, as a whole, for final action in developing detailed marketing plans to submit to the dairy farmers of America.

3. The committee plans to compile statistics showing the flow of dairy products to market, statistics that will show where dairy products are produced and statistics showing the world development of the dairy business.

4. In order to formulate dairy marketing plans that will be fundamentally sound, practicable of application and basic in their principles, the various sub-committees wish to study in person, existing organizations in dairy regions.

The Market Milk Committee will, so far as possible, study the various plans now followed in territories adjacent to the major cities of this country. It will endeavor to get an accurate understanding of the successful and unsuccessful features of each regional organization.

The Butter and Cheese Committee plans to study the co-operative creamery, the local creamery, the co-operative centralizer and the co-operative cheese factory, and also the attempts at federation. It will also investigate the cream selling organizations and study the markets where the bulk of the butter and cheese is handled.

The Dairy By-Products Committee plans to investigate the manufacture of all kinds of by-products of milk. It will see whether it is not possible to develop new uses for these products and new markets.

The Committee on Co-operative Advertising and Publicity will obtain the best thought on dairy publicity, by inviting leading authorities on these lines to counsel with the committee. The committee will endeavor to determine the best form of advertising and the best means of financing the advertising of dairy products.

The committee on Co-operative Laws will investigate co-operative laws of the various states so that the Committee of Eleven will know that plans made will function in all states.

The Farmers Dairy Marketing Committee of Eleven consists of the following:

Richard Pattee, Managing Director, New England Milk Producers Association. 51 Cornhill, Boston, Mass. Chairman.

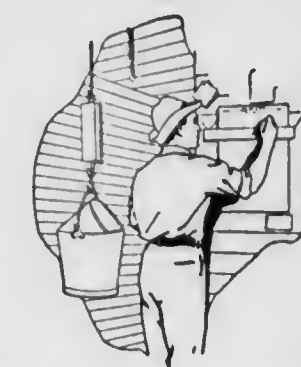
Fred H. Harvey, Treasurer Northern California Milk Producers Association. Galt, California. Vice Chairman.

C. Bechtelheimer, President Iowa Creamery Secretaries and Managers Association. Waterloo, Iowa.

Milo D. Campbell, President National Milk Producers Federation. Coldwater, Michigan.

Harry Hartke, Director Queen City Milk

## A "Knack" for Milking



You know that some hand milkers can get more milk out of the same cows than others. They have this "knack" because they milk uniformly, energetically, and yet with an action that is pleasing to the cow.

You know, too, that it pays to keep the same man on the same cows. A change in milkers usually means a decrease in production, for a day or two at least.

Further than this, you know the cow which is properly milked from day to day will hold up for a longer lactation period.

These facts show that the organs of the cow which secrete milk work best under certain conditions, are very sensitive to change, and that they respond best to uniformity and gentleness. These facts were taken into consideration in developing the De Laval Milker.

The De Laval Milker is the only method of milking that insures absolutely uniform, good milking—that milks the cows in the way they like best, that milks them as the very best hand milker would, and keeps it up without changing. It is doing so on thousands of farms, whose owners say it pays for itself in less than a year by saving time and increasing milk production. Easy terms. Write for full information.

**The De Laval Separator Co.**  
NEW YORK CHICAGO SAN FRANCISCO  
165 Broadway 29 E. Madison St. 61 Beale St.

**Sooner or later you will use a De Laval Milker and Separator**

**The Better Way of Milking**

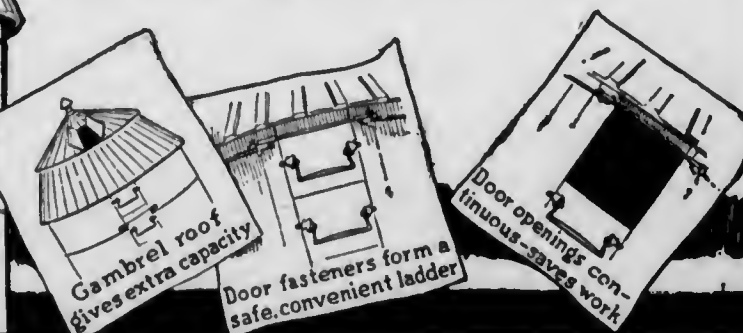
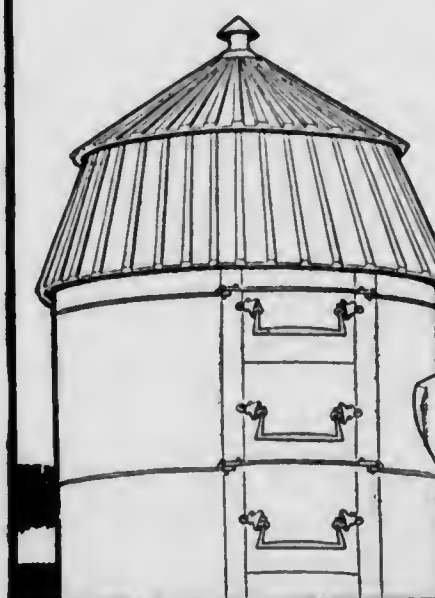
## UNADILLA SILOS

*at Prices of Four Years Ago*

Never before have the prices of Unadilla Silos compared as favorably with farm and dairy produce prices as at the present time. Today it requires less milk, hay or potatoes to buy a Unadilla, because they are back to 1917 prices.

Quality, beauty, labor-saving devices, safety features, all of which have made Unadilla Silos the leaders, will be found in the 1922 Unadillas. Decide to buy early for there is an extra discount for early orders. Write for particulars and ask for the free catalog which explains fully why Unadilla Silos are the leaders.

**UNADILLA SILO CO.**  
Box D, Unadilla, N. Y., or Des Moines, Ia.



### Chester County Farms

Successful Farming . . . . .	Production . . . . .	Markets . . . . .	Minimum Cost . . . . .	Maximum Yields . . . . .	World's Best . . . . .	Accessability . . . . .	Soil Easily Tilled
							Proper Management
							Fertile Soil
							Proper Rainfall
							Consumption
							Good Prices
							Good Roads
							Short Mileage

Is your farming business bred along these lines? If not let's get together and talk the matter over. Chester and Delaware County Farms are well bred.

**Kennett Realty Company**  
Kennett Square, Penna.

### SCOURS IN CALVES

(Continued from page 2)

one-half dram iodine of potassium and one quart of water.

When a calf shows any sign of scouring, it should be removed to another building and its former quarters thoroughly disinfected.

Many calves are lost annually by these two forms of scours and a large percentage of these are lost through negligence. If the dairymen would put forth greater effort to prevent this disorder, rather than try to cure it after it has made its appearance, the losses from this dreaded disease could be greatly reduced.



## Use Conn's Cattle Minerals, a Sure Way to Put—

More Milk in the Pail—More Money in the Bank

### Conn's Cattle Specialties

Order direct from the list.  
DR. CONN'S BOVOIAX FOR  
CATTLE

A high grade, safe, reliable laxative, valuable in all digestive disturbances. Put up in one-pound cartons.  
3 packages, prepaid.....\$1.50  
6 packages, prepaid.....3.00  
12 packages, prepaid.....6.00

DR. CONN'S BLOAT RELIEF is quick, safe and reliable in its action, removes the bloat and prevents further fermentation.  
One package, 12 doses.....\$2.00  
Three packages, 36 doses.....5.00

DR. CONN'S UTERINE CAPSULES prevent infection and inflammation. Use for retained afterbirth. Prevent shy-breeding and sterility.  
One box, 12 cap. (prepaid).....\$3.00  
Three boxes, 36 cap. (prepaid) 8.00

DR. CONN'S TONIC POWDER FOR CATTLE AND SWINE improves the appetite and aids in digestion, very valuable following fevers and in cases of faulty nutrition.  
Three packages (prepaid).....\$1.50  
Six packages (prepaid).....2.75  
Twelve packages (prepaid).....5.00

DR. CONN'S INTESTINAL ANTISEPTIC AND DIARRHEA REMEDY

For cattle and swine. For indigestion and intestinal disorders, very valuable for scours in calves and pigs, and for intestinal conditions and fevers.  
Box of 25 tablets (postpaid) 50c  
Box of 50 tablets (postpaid) \$1.00

If your druggist or dealer does not have these specialties order from us direct.

Abortion and sterility; retention of afterbirth; shy-breeding; white scours in calves; big neck or goitre, etc., result from a ration low in mineral matter. Be safe! Protect your stock and prevent diseases that result from deficient rations by using.

### Conn's Cattle Minerals

Adding CONN'S CATTLE MINERALS to your ration is health insurance. It will increase the milk flow; enable the herd to retain their vitality and resist disease. It keeps them strong and vigorous.

CONN'S CATTLE MINERALS are rich in calcium and phosphorus—two important minerals—sulphur, magnesium, iron and other mineral salts.

CONN'S CATTLE MINERALS are placed in the feed; average of 35 pounds a year required per cow. Producing cows require it at all times. Rations too low in minerals cause the animal to rob her skeleton, and become a shy-breeder or go permanently sterile.

Write us today for free help and information. Tell us how many cows you have; what your problems are and let us give you the benefit of our experience. Dr. George H. Conn, head of the Conn Products Company, will advise you personally as to what your herd requires.

Your margin of profit is lower now than it has been for years; there never was a time when a loss would mean so much as it would now. Don't take chances! Think it over and write us today. Address

The Conn Products Co. WATERLOO, IOWA.

Agents Wanted

## THE HILL FARM AND DAIRY SUPPLY CO.

COATESVILLE, PA.

Distributor for Pennsylvania, New Jersey; Delaware, Maryland and Virginia



### INTERNATIONAL SPREADERS ARE SUPERIOR

Because—

Roller Bearing  
Tight Bottom  
Easy Pull  
Wide Spread  
Fast or Slow Feed  
Steel Frame  
Wheels Track

Write for Descriptive folder,  
prices and nearest dealer



International Harvester Co.  
OF AMERICA  
216 N. 23rd St. Phila., Pa.

Drink Milk  
Everybody

### "The Price of Milk"

By Clyde L. King, Ph.D.

Formerly  
Chairman, Governors' Tri State Milk  
Commission (Pennsylvania, Maryland,  
Delaware), Federal Milk Commissioner for  
the Eastern States, Milk Price Arbitrator  
for the State of Pennsylvania.

Comprehensive Treatment of the  
Milk Industry in All Its Phases

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DISTRIBUTION

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Table of Contents:

Introductory—Chapter 1. The Public

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Chapter 2. The Forces That Fix the

Price of Milk. 3. Manufactured Milk

Products and the Price of Milk. 4. The

Price Interdependence of Local, Primary

and International Markets. 5. The Cost

of Production. 6. Shall Dairymen Or-

ganize for Collective Bargaining. 7. Pol-

icies of Dairymen's Organizations in Their

Relation to Price. 8. The Cost of Milk Production.

9. The Cost of Milk Distribution. 10. Sanitary

Requirements in Their Relation

to Price. 11. How Shall Milk be Dis-

tributed? 12. Can Milk Distribution

Costs be Lowered? 13. The Public In-

terest in Milk Distribution.

Part 2. Fair Price Policies. 14. The

Food Value of Wholesome Milk. 15. Fair Price

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The Inter-State Milk  
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Nothing is troublesome that we do  
willingly.—Jefferson.

### CHANGES OF LIVE STOCK ON FARMS

The Bureau of Crop estimates has been receiving reports monthly from about 10,000 farmers distributed throughout the United States of the number of head of live stock they have on hand on the first of the month, and the changes occurring during the month. These reports are assumed to be samples, indicating, approximately, the relative changes which occur on all farms. The following deductions are based upon these reports.

The number of hogs increased 21 per cent. this year, from January 1 to June 1, as compared with an increase of 16 per cent. during the like period a year ago, and an increase of 26 per cent. in like period two years ago. The births during the first five months of 1921 were 3.7 per cent. less than in like period last year, and 20 per cent. less than two years ago. The net movement from farms was 7.4 per cent. less than a year ago, and 23 per cent. less than two years ago—between January 1 and June 1. The apparent numbers on farms June 1 were 3 per cent. less than a year ago, and 14.1 per cent. less than two years ago on June 1.

The number of cattle increased 8.1 per cent. this year, from January 1 to June 1, as compared with an increase of 4.5 per cent. during like period last year, and an increase of 11 per cent. in like period two years ago. The births during the first five months of this year were 7.7 per cent. less than in like period last year, and 22.7 per cent. less than two years ago. The net movement from farms was 22.9 per cent. less than a year ago, and 19.9 per cent. less than two years ago, from January 1 to June 1. The apparent numbers on farms June 1 was 0.1 per cent. more than a year ago, and 5.3 per cent. less than two years ago on June 1.

The comparative estimated value of milk cows, per head, in this section as of June 15, is reported as follows:

	1920	1921
Pennsylvania	\$ 98.20	\$70.00
Maryland	86.00	69.00
New Jersey	119.70	90.00
Delaware	93.70	70.00

### CONTROL AND ERADICATION OF HOG MITES AND LICE

Lice and mange mites are the two principal kinds of external parasites affecting hogs say experts of the United States Department of Agriculture. They are injurious to all classes of hogs, but the greatest losses occur in pigs and poorly nourished hogs kept in insanitary quarters.

The losses are caused by irritation, unthrifty condition, functional disturbances arrested growth, low vitality, and increased death rate.

Only one species of lice commonly affects hogs, and this parasite obtains its food by puncturing the skin of the host and sucking blood. It can be eradicated by hand application, spraying, medicated hog wallows, and dipping. Dipping is the best method of applying treatment. Crude petroleum and tar creosote dips are effective remedies.

Two species of mange mites commonly affect hogs. The nature and habits of these mites, the symptoms caused by each species, and the methods of control and eradication are discussed in Farmers' Bulletin 1085, Hog Lice and Mange. Methods of Control and Eradication. Crude petroleum and lime sulphur dips are effective remedies for common or sarcoptic mange of hogs.

Organization is as necessary in the home as in the office or shop. When work is well planned it is half done.

### DECEMBER MILK CONDITIONS Holidays Effect Markets

(Continued from page 1)

down until the middle of the month, when the price declined steadily until the end of the month, when the low figure of 39½ cents was reached.

Consumption of butter has been steadily increasing, with a decline in the consumption of butter substitutes.

Foreign butter promises to have some marked influence on the butter market. During the past month over a million pounds of Danish butter was imported at Atlantic Coast points. There were also small lots from Ireland. Some 2000 casks were received from Holland and 3600 casks from Argentina. On the Pacific Coast one lot of a million pounds came from New Zealand of which 13 car loads, aggregating 300,000 pounds came east.

The condensed milk market has been very drab, with some price shading. Evaporated milk has been declining sharply. Considerable evaporated milk for export on relief association purchases was sold at prices down to \$3.60 per case. There has also been some extensive buying by chain stores at cut rate prices.

Taken on the whole, therefore, the situation, as far as manufactured milk products is concerned, is not particularly encouraging.

Prices of fluid milk in some of the outlying districts have not been very strong and milk from such districts continues to be offered at low prices. Close co-operation will be necessary to hold the general market on the present level.

### PENNSYLVANIA FARM PRODUCTS SHOW

#### Reduced Railroad Rates

Reduced railroad rates from all points in Pennsylvania will be granted to those persons attending the agricultural convention and educational meetings to be held in connection with the sixth annual State Farm Products Show at Harrisburg, January 23-27.

The reduced rates have been granted by the Grand Trunk Lines Association and the tickets will be good for three days. This reduction in fare will be open to the thousands of farm men and women who come to Harrisburg each year to attend the Agricultural Week meetings held in connection with the big Farm Products Show.

In order to secure the reduction in rates it will be necessary for the farmers to secure blanks from their county agents or from the secretary of one of the organizations which meets in conjunction with the show. Full fare will be paid coming to Harrisburg and after the ticket has been used, the return ticket will be sold at half fare.

The fact that more than 35,000 persons attended the Farm Products Show last year and that even a larger number is expected this year, lead the railroad companies to grant the concession.

Plans for the show and attendant educational meetings are progressing rapidly. Tons of exhibits have already been shipped to Harrisburg from all sections of the state. These have been placed in cold storage. More than 65,000 square feet of floor space has been secured for the show alone, while every available meeting place in Harrisburg has been leased for the holding of the educational meetings.

Among the agricultural organizations that will participate and will hold their



## Potash and Progress

THOSE who make progress take advantage of opportunity.

Today there is a chance to replace the Potash losses of the past years at very low prices.

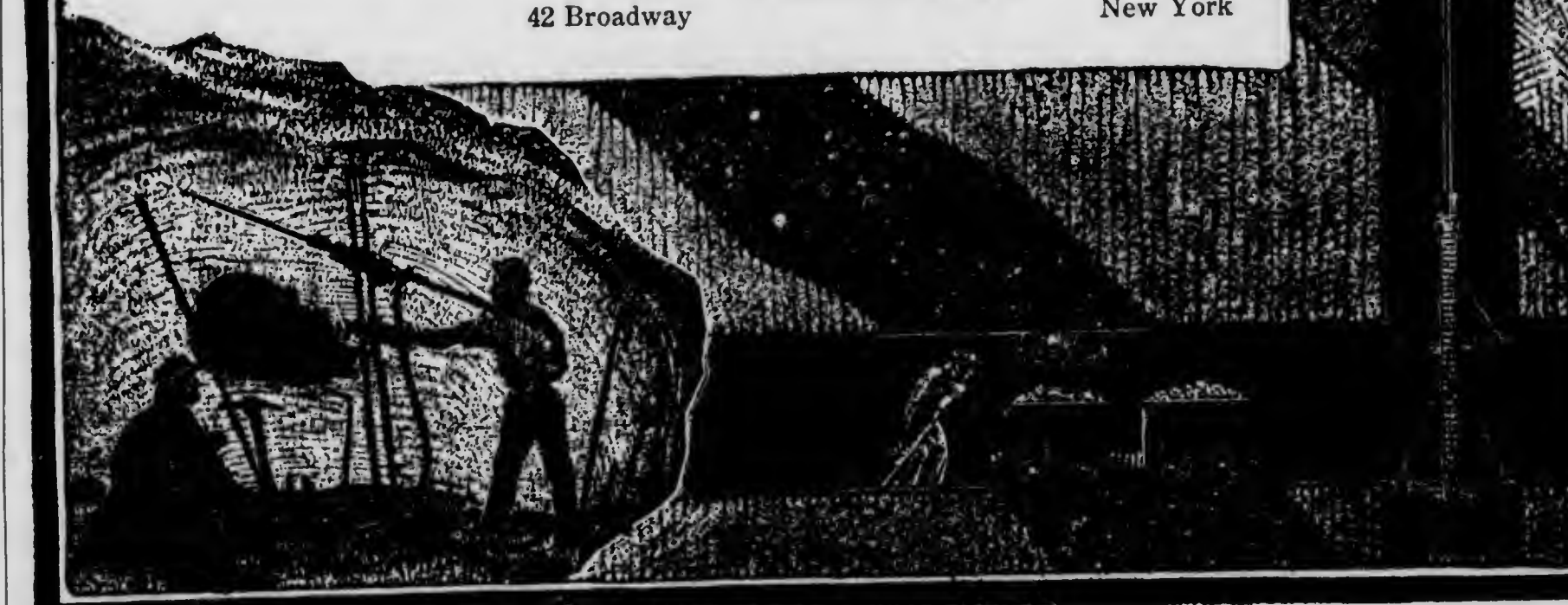
The current wholesale prices of fertilizer material show that Potash is the cheapest plant food used in fertilizers.

There is a fair supply in this country.

Plenty more can be brought in.

It will pay you to take up the matter with your fertilizer dealer and let him understand that you want goods with from 4 to 10 per cent of actual Potash. Do it now so that there will be ample time to have the desired goods made up and delivered.

SOIL & CROP SERVICE, POTASH SYNDICATE  
H. A. HUSTON, Manager  
42 Broadway New York



annual conventions, at the same time putting on educational meetings are: State Horticultural Association, Pennsylvania Breeders and Dairymen's Association, Pennsylvania Holstein-Friesian Association, Pennsylvania Potato Growers Association, Pennsylvania State Beekeepers Association, Pennsylvania State Poultry Association, Tobacco Growers Association, Pennsylvania Sheep Breeders and Wool Growers Association, Pennsylvania State Veterinary Medical Association and the Society of Farm Women of Pennsylvania.

Community meetings not only let you know what's new in agriculture, dairying and home economies, but give you another chance to rub elbows with your neighbor.

### PURE TABLE SYRUP A pure, delicious, rich ORANGE - GOLD

pancake syrup with the natural sweet cane flavor and golden color. In five and ten gallon handy kegs for household use.

We need 3 reliable agents for this Syrup and Lasko Feeding Molasses  
UNIVERSAL MOLASSES COMPANY  
32 Court St., Brooklyn, New York

At the Elkins School, 7 or 8 children, out of 67 drank milk, now all drink a quart a day.

When the class at the Jefferson Hospital opened, 6% could be prevailed on to drink milk. Now 100% drink milk.

If something is worth doing at all its

### BACK TO PRE-WAR PRICE Monarch Dairy Sterilizer \$2.00 PER GALLON

If your dealer does not carry Monarch, we will ship direct Express Prepaid.

A powerful Germicide and Disinfectant—Phenol coefficient 10 plus—Absolutely non-poisonous.

Bring the upkeep of your  
Milk Down

Write for 3-oz. sample bottle of Monarch, enough for 7 milkings.

Monarch Laboratories, Inc.  
BLOOMFIELD, N. J.

worth doing right. The right way is usually easier, too.

Business dairymen who buy cows have a sample of the milk tested before they buy.



## LEWIS LINSEED CAKE

The compressed feed will keep your cows in good flesh and will increase the milk flow



### LINSEED CAKE MEAL

Has the same Fat and Protein content as the Linseed Cake—but it is already ground.  
We'll be glad to take you through our plant where these feeds are made. Write us if you are interested.

**John T. Lewis & Bros. Co.**

705 Lafayette Building



Philadelphia, Penna.

## Penshurst Ayrshires

### NOTED FOR

- 1st. First Accredited herd in the State.
- 2nd. Large size, many cows weighing over 1400 lbs.
- 3rd. World's champion production records. Five cows average 21889 lbs. milk, 1017 lbs. butter.
- 4th. Economical production. Five pounds of milk for one pound of grain.
- 5th. Milk that meets exactly the standard for Certified Milk.
- 6th. Reasonable prices for cattle. Young bulls that will increase the production of your herd, some from dams testing over 4 1/2%. Prices as low as \$100 each.

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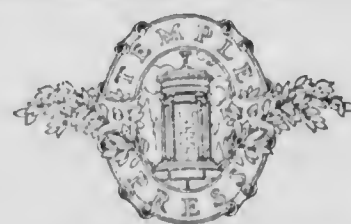
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(7 Miles from Philadelphia)

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Mention the Review when writing advertisers

## COW TESTING ASSOCIATIONS

### PROVIDENCE ASSOCIATION H. H. Heifman, Tester

The ten highest producing cows in the Providence Cow Testing Association of Cecil County, Maryland, during the month of November were as follows:

Name or No.	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Owner of Cow				
Harvey Anderson No. 14	Gr. Hol.	1074	5.1	54.77
Mackey Bros. No. 4	P. B. Hol.	1212	4.5	54.54
Mackey Bros. No. 13	G. Guer.	1206	4.3	51.86
Harvey Anderson No. 7	G. Jersey	960	5.3	50.88
Armstrong & Criswell No. 12	G. Hol.	1410	3.6	50.76
Hess & Bro.	Bell Netherland			
E. Feucht & Son	Pontiac P. B. Hol.	1464	3.3	48.31
	Canary Queen			
	Wayne De Kol P. B. Hol.	1197	3.9	46.68
Curtis Moore No. 9	G. Hol.	951	4.9	46.60
Mr. Baechus Maryland Belle	P. B. Guer.	828	5.6	46.37
E. Feucht & Son	Belle Pietertje			
	Cornopia P. B. Hol.	1521	3.0	45.63

### SOUTHERN YORK COUNTY ASSOCIATION Wm. M. Klinedinst, Tester

During the month of November, 22 herds including 286 cows were on test in the Southern York County Cow Testing Association. Of this number 18 produced over 40 lbs. of butterfat and 29 over 1000 lbs. milk, while 3 produced over 50 lbs. of butterfat and 4 over 1200 lbs. of milk.

The highest herd average was that of Stewart Bros., High Rock, Pa., whose herd of 21 grade Holsteins averaged 933.8 lbs. of milk and 33.87 lbs. butterfat.

The highest single record was that of Brintle, owned by D. W. Bay & Son, Whiteford, Md., which produced 1005 lbs. of milk and 55.3 lbs. of butterfat. The ten highest cows in production of butterfat were as follows:

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
D. W. Bay & Son	Brintle	G. J.	1005	5.5	55.3
Stewart Bros.	No. 17	G. Hol.	1179	4.3	50.7
T. Ross Wiley	No. 2	G. J.	930	5.4	50.2
Chas. Kilgore	Pauline	G. Hol.	1422	3.4	48.3
Stewart Bros.	No. 23	G. Hol.	903	5.3	47.9
D. W. Bay & Son	Old Burkins	G. J.	912	5.1	46.5
D. W. Bay & Son	Bell	R. J.	927	5.0	46.4
D. R. Posey	No. 4	Mixed	969	4.5	43.6
Stewart Bros.	No. 1	G. Hol.	1284	3.3	42.4
Dale Kilgore	Rose	G. Hol.	1083	3.9	42.2

### CUMBERLAND COUNTY ASSOCIATION A. A. Raudabough, Tester

In the Cumberland County Cow Testing Association, 26 herds, aggregating 263 fresh (58 dry) cows, were under test. Six unprofitable and four profitable cows were sold by members of the association during the month. Forty-three cows produced over forty lbs. and sixteen over fifty lbs. fat. Sixty produced over 1000 and forty-three over 1200 lbs. milk. The ten highest producing cows in butterfat for the month were:

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
J. W. Miller	Fritz	R. H.	1770	4.7	83.2
Ira V. Otto	Julia	R. H.	2367	3.4	80.5
Ira V. Otto	Flossie	R. H.	2208	3.3	72.9
E. C. Lunt	Bluey	G. H.	1922	3.7	71.1
G. L. Strook	Princess	R. H.	1941	3.63	70.5
Ira V. Otto	Betsy	R. H.	1980	3.1	61.4
H. A. Shultz	Ellen	G. H.	1900	3.2	60.8
Elias Otto	Big Cow	R. H.	1913	3.1	59.3
G. L. Strook	Daisy B.	R. H.	1785	3.25	58.1
H. A. Shultz	Doll	G. H.	1860	3.1	57.7

### SELECTION, CARE AND MANAGEMENT OF THE DAIRY SIRE

By Lewis W. Morley

(Continued from page 2)

cient yardage to afford ample exercise in the open air, in addition to the protection of the stable. The bull shall not be permitted to run with the herd.

"All cattle on the farms of members must be tested for tuberculosis by means of the tuberculin test. A member shall be deprived of the use of the association bulls and of any other benefits and advantages of the association until after his cattle have been tested according to the regulations determined by the board of directors.

"The director of each block shall inspect the herds in his block at least once every two months, and also make a report for the block to the association at the annual meeting. Should any contagious or infectious disease appear in the herd of any member, that member shall report the fact at once to the block director and shall forfeit his right to the services of the bulls of the association until such time as a competent veterinarian declares his herd to be free from disease.

"The bull shall not be allowed loose with any cow which has not passed a tuberculin test satisfactorily within one year, but shall be held upon the leash to prevent any unnecessary contact. Only one satisfactory leap shall be permitted at each service.

"No bull shall serve more than two cows in a day, nor more than seven in a week, nor more than seventy-five in one year.

"The keeper of an association bull shall not allow him to be used for service of cows belonging to any member of the association who is not a member of his particular block, without written permission from the board of directors, signed by the president or secretary. Service shall not be allowed to cows owned by non-members. Heifers shall not be bred to calves under 24 months of age.

"A member may breed his cows to purebred bulls of the same breed outside of the association, but in such case he shall pay \$1.00 to the association for each cow that is bred outside."

"These paragraphs from a typical constitution and by-laws are given here because they answer the questions most often asked by those interested in the formation of a co-operative bull association.

There is the disadvantage in this plan of taking the cows to the bull. This is so far outweighed by the advantage of being able to breed to an exceptionally good sire that most dairymen call it a very minor disadvantage.

Any community which is seeking a plan for the improvement of its dairy stock should form a co-operative bull association. It will be of inestimable advantage to them.

Healthy, Pure-Bred  
Foundation  
Stock

# CHESTER COUNTY

Healthy, Pure-Bred  
Foundation  
Stock

"THE COUNTY THAT COUNTS"

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### Maple Shade Farms

#### 60 Registered Guernseys

The cows that give the high priced milk

Federal Accredited Herd No. 8430

#### HERD SIRES

Laverna's Ultra May King  
24660 A. R.

Gerar Pearl's Royal 58411

His six full sisters have eight A. R. records averaging 14371.4 lbs. milk 704.96 lbs. butter fat but two of which were made as aged cows.

**M. T. PHILLIPS**  
Pomeroy, Pa.

## Guernseys

### May-Rose Breeding

#### HERD SIRES

LANGWATER HERO  
No. 39634

Son of Langwater Heroine, A. R. record, 16221.1 lbs. milk, 805.64 lbs. fat in Class D.

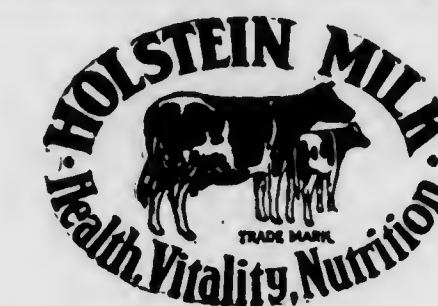
LANGWATER ROYAL  
25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your milk.

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Landenberg, Pa.

ACCREDITED HERD



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Made the largest yearly average in the

West Chester  
Cow Testing Association  
**WINTERTHUR JOHANNA**  
PRILLY SEGIS 206498

Won Senior and Grand Champion for two years at the West Chester Fair. His daughters show great individuality and production.

It Pays to Breed to Him.

#### FOR SALE

Four cows bred to this bull. Four heifers bred to this bull. Four of his daughters not bred.

**Charles J. Garrett**  
West Chester, Pa.  
FEDERAL SUPERVISION

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### Towns End Farms

OFFER A YOUNG HERD  
Consisting of five to ten well bred heifers sired by

Prince Segis Fayne  
Pietertji 6th

and mostly out of A. R. O. dams  
The bull, just a year old, is

**KING ECHO SYLVIA DE KOL**

His dam has just made 24 lbs. and his sire is a 30 lb. brother of Carnation King Sylvia, the \$106,000 bull.

Here is a real bargain and a good start for some breeder.

**E. P. Allinson**  
WEST CHESTER, PA.

ACCREDITED HERD

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### Financial Sensation 153793

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Heads the Herd at

### Greystone Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

## Jerseys

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### A Few Choice Heifers

from

A. R. O. Cows

sired by

Financial Satin Noble

\$100 and Up

80 to Pick From

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Tell us your wants and we can supply them at prices you can afford to pay.

Aged cows, bred to Glenury, an A. R. son of Finlayston.

Aged cows, bred to Rens's Baron of Highland, an outstanding son of Baron's Best of Bargenoch.

Heifers, bred to these two great sires.

Young heifers.

Bull calves.

All the above stock carries some of the best producing blood of the breed with A. R. ancestry on both sides.

Herd free from tuberculosis

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Edgemont, Del. Co., Pa.

## Ayrshires

### Ayrshires

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Breeders of Bloomer's Queen, 4-yr.-old, 21820 lbs. milk, 1005 lbs. butter.

We sold 12 heifers in 1920 which averaged 12178 lbs. milk with first calf.

The Champion Jr., 3 yrs. old, who produced 16448 lbs. milk, 650 lbs. fat.

We offer 10 cows, 20 heifers and bulls which will increase the production of milk and fat.

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ACCREDITED HERD



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LIMITED TIME OFFER  
On essential supplies—recommended  
by leading dairy authorities for  
**Sanitary Dairying**

Gong Pail & Can Brush  
Each .35c—Doz. - \$3.50

Buy Now  
and  
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Link Strainer - \$1.50

Sterilizer, Gal. \$3.00

Complete set for \$8.40  
on special short time offer.  
Price of articles separately  
total \$9.40—You save \$1.00  
ORDER TODAY

Covered Top Pail - \$2.75

Sterile Strainer Cloth - \$1.40

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DAIRYMEN'S SUPPLY COMPANY**  
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Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

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Reading Bone Fertilizer Co., Reading, Pa.

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EVERYBODY

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The mill with the duplex plates, that means greater capacity with less power.

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Increase Your Egg Yield  
Increase Growth of Fowls  
30 Percent Butter Fat  
50 Percent Total Solids

MIX WITH DRY FEED  
OR  
REDUCE WITH WATER

10 Cents Per Pound in 60  
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### IMITATION MILK

By A. A. Miller

(Continued from page 1)  
rats, which have borne out the contentions that the absence of vitamin content feeds, from the diet of such animals, has invariably resulted in their deaths. That some of the manufacturers of these bogus milks themselves do not live up to their contentions, that proper labeling would be a means of protection for the public in the purchase of these milk substitutes, bears out the contention that labeling methods would not correct the evil. In fact, direct evidence is at hand showing that strong efforts have been made to sell filled milk, in large quantities to relief organizations for the purpose of feeding under-nourished children in Europe.

It is not only in the form of canned milk are these so-called filled milks being offered. In New York City one buyer discovered that in 30 cans of "cream" purchased from one seller, the butterfat had been largely removed and coconut oil substituted. The New York Board of Health has enforced the discontinuance of this practice. Early in the year eleven dealers were convicted in Brooklyn (N. Y.) for selling milk and cream adulterated with coconut oil. They were fined in the total amount of \$4,850.

Large quantities of these filled milks have been sold in the hotel and restaurant trade. We have also found that in New Jersey a large amount of a "mix" of milk, cream and coconut oil has been sold the trade and particularly to ice cream makers. In Pennsylvania a company has been in the process of formation whose intention, it has been, to manufacture ice cream, using coconut oil as the fat base. Its use has also been discovered at county fairs where restaurants prepared "milk and cream stews" and used such substitutes generally in their kitchens and on the table, offering the farmer, as it were, as substitute for his own product, without him having any means of identifying it as such.

Every can of milk substitute sold robs the market of the sale of just that much straight milk, and any legalizing movement would only open the doors to the manufacture of such spurious milk products, masquerading under the name of milk, in all the states where it is not specifically prohibited and in such event would greatly reduce the consumption of whole milk in fluid form and act to the detriment of the producer as well as to health of the general consumer.

National legislation looking toward the prohibitory movement of these so-called filled milks in inter-state and export traffic is now before the House of Representatives, in the Voigt Bill (H. R. 8086), which was favorably reported out by the House Committee on Agriculture with a vote of 14 to 4. This bill is now on the House Calendar. It has been carefully scrutinized by an eminent constitutional attorney, J. Wallace Bryan, Esq., whose opinion is that it is wholly constitutional. This bill also has the approval of the National Board of Farm Organizations as well as the dairy organizations and the producers of milk at large.

### DIRECTORS MEETING

A meeting of the board of directors of the Inter-State Milk Producers Association will be held at the association headquarters in Philadelphia, on Thursday, January 20th, 1922, at which general business and policies for 1922 will be discussed and considered.

### COW TESTING ASSOCIATION AND BUYERS FAT TEST SHOW VARIATIONS

By L. W. Morley

In view of the fact that some variations have been called to our attention in comparisons between cow testing association butterfat tests and those of some buyers we have, in order to have proper care exercised, advised cow testers throughout the state as follows:

Experience has shown that the dairymen in the cow testing association very often use the test found by the tester of the association as a check on the test which the farmer receives at the plant where his milk is sold.

A little thought will show that an average test computed on the pounds of fat produced by the herd and the pounds of milk produced during the testing period, should not be the same as the average test of the milk sold at the plant: (1) Because in most cases the association testing period and the time the milk is tested at the plant are not the same. (2) Because in most cases the farmers family uses some milk at home. This milk may be taken from a high testing cow or a low testing cow. Not infrequently milk for breakfast is taken from the can of night's milk.

The tester should use utmost care not to stir up ill feeling between the producer and the buyer of the milk.

If asked to test the residue of the composite sample at the creamery or station, be sure that your work is accurate. Should your test show materially different content of fat than that credited to the producer by the buyer, it would be advisable to take the matter up with the County Agent rather than with the plant manager. It is often a good plan to make a composite test of milk of a herd. If this is done, a proportionate part of the sample should be taken from each can of both morning and evening milk. Before taking the sample, the milk should be thoroughly mixed by pouring from one can to the other at least twice. This farm test ordinarily should be about the same as that received for the fifteen day period in which it was taken. However, if the day on which the farm test was taken is very much warmer or colder than the average of the fifteen day period, then the farm test is not so liable to check with that given by the buyer.

These suggestions are given in order that the work may be carried on to the mutual good of all concerned.

### PENN STATE TO PLAY BIG PART IN THE FARM SHOW

The Pennsylvania State College school of agriculture and extension department will play an important part in the staging of the sixth annual Farm Products Show, at Harrisburg January 23 to 27. It will be the chief co-operating agency with the State Department of Agriculture in an effort to make this the biggest and best event of its kind ever held in the Capitol City.

One of the expected features of the show this year will be the college exhibition of pure bred livestock, the display last year having caused a great deal of favorable comment. This exhibit promises to be better than ever, and will be supplemented by a number of other displays. Most of the judging of livestock and farm crop exhibits will be done by Penn State specialists and a score of the various agricultural organizations to be held at that time.

### GOOD FOODS FOR YOUR CHILDREN

By Anna L. De Planter, Health and  
Nutrition Clinic, Babies Hospital,  
Philadelphia

#### Junket

3 cups milk  
1 cup sugar  
1 teaspoon vanilla  
1 junket tablet  
1 tablespoon cold water  
Crush and dissolve the junket tablet in the cold water. Heat the milk and sugar until it is just luke warm. (Over-heating of milk spoils junket.) Add the vanilla and the junket tablet. Pour immediately into serving dishes and let it stand in a warm room until firm. Then chill. Season with nutmeg grated over the top and serve plain or with fruits and nuts.

#### Custard

1 quart milk  
4 eggs  
1/3 cup sugar  
1/2 teaspoon vanilla or nutmeg  
1/4 teaspoon salt  
Scald the milk. Beat the eggs slightly, add sugar and salt. Gradually add the hot milk stirring constantly. Cook in various ways such as soft or baked custard.

#### Cocoa

1/2 cup cocoa  
1/2 cup sugar  
Few grains salt  
1 cup water  
Mix cocoa, sugar, salt and water, and cook until a smooth, thick paste is formed. Slow cooking improves the flavor of cocoa. Use one teaspoonful of this paste for making one cup of cocoa by putting it in hot milk. Do not boil the milk and cocoa together.

This cocoa paste or syrup can also be used for making milk shakes. It can easily be kept for a week or more in cold weather and saves time and gas when a larger quantity is made at once and insures cocoa of better flavor and a food more easily digested than when made hurriedly.

#### Milk Soup

Milk can be used with many vegetables to make nourishing soups. Make them for your children.

#### Split Pea Soup

Wash split peas and soak over night in cold water. Cook with a few slices of onion in water in which they soaked until they are soft. Rub them thru a strainer and put into thickened milk or white sauce.

#### White Sauce

2 tablespoonfuls of butter or any fat or oil available.

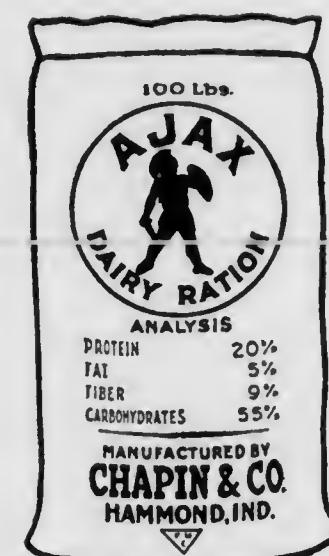
2 tablespoonfuls flour  
1 teaspoonful salt  
2 cups milk

Melt the fat, add the flour and salt and stir well. Gradually add the milk, stirring until smooth and thick. If soup is too thick after strained vegetable is added, milk or water can always be used to make it the right consistency.

Beans, corn, celery, carrots, spinach, potatoes, tomatoes, can be used to make milk soups.

This same white sauce made a little thicker can be used to make any creamed vegetable.

**MILK AND VEGETABLES ARE  
TWO OF THE BEST FOODS  
YOU CAN GIVE YOUR  
CHILDREN  
USE MORE OF THEM**



327 S. La Salle Street  
Chicago, Ill.

## Ajax Dairy Ration

"Feed It Straight"

Made from cottonseed meal, corn gluten meal, linseed meal, corn gluten feed, dried brewers' grains, corn oil meal, wheat bran, hominy meal and salt.

**Analysis: Protein 20%, Fat 5%, Carbohydrates 55%, Fiber 9%.**

Results: We ask you to try it and judge it for yourself.

Chapin & Company's reputation for manufacturing good feed stands behind Ajax. We use exactly the same ingredients as we do in Unicorn.

Compare Ajax with any other 20% feeds on the market as to fat content and fiber. It is in a class by itself—a complete ration for a dairy cow. It will keep your herd in bloom during the entire lactation period and get maximum production from each individual.

**CHAPIN & COMPANY**

131 State Street  
Boston, Mass.

### THE DAIRY LABORATORIES

5 North 20th Street, Philadelphia, Pa.

Consulting and Analytical Chemists

Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

FLY SPRAY TO KEEP FLIES OFF DAIRY CATTLE

Chlorine Solution to Sterilize Milk Utensils

Write for information

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From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as Helpers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

L. V. OTTO BOILING SPRINGS FARM CARLISLE, PA., R 6

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In every case of

**BARRENNESS  
and Retained Afterbirth**

That is what Mr. Fred B. Draper, a prominent breeder in Westwood, Mass., writes in the following letter:

"Enclosed please find check for \$2.75 for which kindly send me one package of your Hood Farm Antiseptic Breeding Powder.  
"I have used this powder with excellent results, both for failure to breed and in failure to pass the afterbirth. I have yet to find a case when it did not produce absolutely successful results. It will give me much satisfaction to let others know of the virtue of your Hood Farm Antiseptic Breeding Powder.  
Yours very truly,  
Fred B. Draper."

Order today, mentioning this paper.

Prices of Hood Farm Breeding Powder prepaid, \$1.15, \$2.75 and \$5.00

Price of Hood Farm Flexible Injection Tube by mail, 90c, or with a \$5.00 order 75c.

Mail all orders for Hood's Farm Remedies direct to

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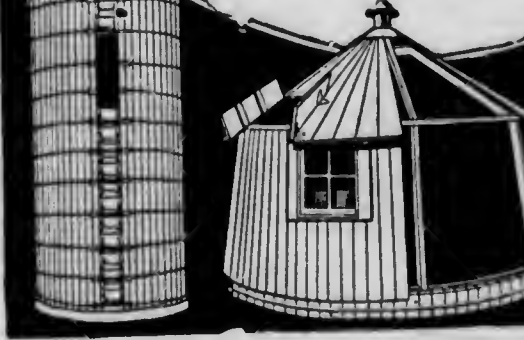


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Cool and aerate milk at one time—half germ growth—remove odors.  
**GENUINE IMPROVED CHAMPION**  
stops waste and loss—saves its cost in one week. Write for Free Folder.  
**CHAMPION MILK COOLER CO.**  
Dept. 22 Cortland, N. Y.

## GLOBE SILOS

### Have a FULL Silo

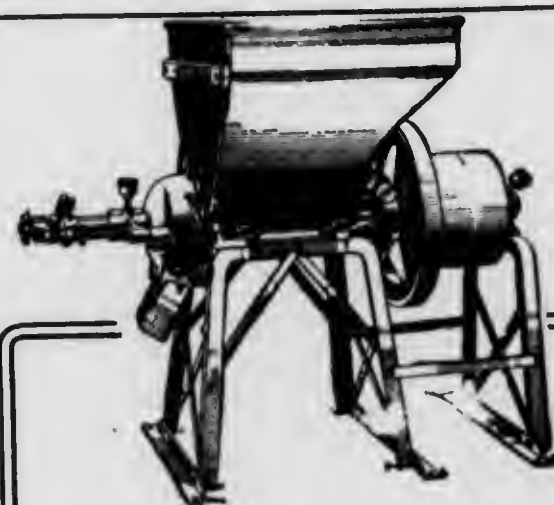
Silos with ordinary roofs can only be filled with blower cutters within three or four feet of the top. When the silage settles there is a loss of five or six feet of Silo capacity. Globe Silos with their extension roofs ensure a full Silo. The nearly straight sides of the roof permit a full Silo, level at the top, after the silage has settled. Globes keep silage prime from top to bottom. Prices of Globe Silos back to 1917 levels. Write today for catalog describing other exclusive features, and get particulars of special extra discount for early orders.  
**GLOBE SILO COMPANY**  
1-11 Willow St., Sidney, N. Y.



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Fancy Chester Whites, Service Boars, Brood Sows. Eight-week old Pigs. S. C. Buff Leghorn Hatching Eggs. Fine Stock.

**John C. Sutton** Blacks, Md.



### The Right Grinder INTERNATIONAL

Every farmer who has stock to feed, knows that he gets 10 to 40% more food value out of grinding his feed. International Feed Grinders will give the quickest and most satisfactory results. Grinds shelled or cob-corn, wet or dry equally well.



**International Harvester Co.  
OF AMERICA**

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### HOLSTEIN FRESIAN CATTLE

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Always for Sale  
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Lowell, Mass.  
Registered Jersey Cattle

Gentlemen: We are pleased to report to you that we have fed your Ce-re-a-lia Sweets to some of our test cows, and the results were entirely satisfactory in every way. You have in this feed a very high class stock food and I will cheerfully recommend it to any one who needs feed of this kind. Every cow fed Ce-re-a-lia increased in her milk flow while on your feed.

J. E. DODGE, Mgr.

### More Milk From Less Feed

This is the best dairy feed we have ever fed to our cows. We get just as much and more from our cows on a gallon and a half of Ce-re-a-lia Sweets than we would get from two to three gallons of any other feed. We can't do without it, and keep cows.

HILL-CONGLETON & SONS,  
Beattyville, Ky.

### BROOKWOOD FARMS

Barryville, N. Y.

Gentlemen: I have completed a two months' feeding test with your Ce-re-a-lia Sweets Dairy Feed on three of our cows and the results were very good. The profit above the cost of feed on these cows is as follows: Golden Fern's Claire, January \$28.52 to February \$24.77; Golden Fern's Margaret, January \$30.60 to February \$26.82; Imported Upland's Buttercup, January \$50.38 to February \$38.51.

Yours very truly,  
MORRIS H. ROBERTS, JR.,  
Manager

# Gets Results

### More Milk Than Ever Before

I think Ce-re-a-lia Sweets is fine. We are feeding a cow that we have been milking about four years and she is giving more milk since feeding Ce-re-a-lia than ever before.

W. E. LASSITER,  
Rich Square, N. C.

### Over Two Pounds Per Day Gain

When your salesman sold Ce-re-a-lia Sweets to me I was skeptical. I put ten cows on this feed and I saw an immediate gain in my milk. I then put my whole herd on Ce-re-a-lia Sweets. There was also an immediate gain in the herd. I was then milking 23 cows. In the course of 10 days my gain was 50 lbs. per day. I have used feed of all kinds and mixtures, but this is the best milk-producer I ever used.

BOB LEDFORD,  
Chattanooga, Tenn.

Feeders everywhere—from the "big" dairyman to the man who milks a single cow—all say the same thing about Ce-re-a-lia Sweets: "It gets results, makes more milk."

You need only look at the label on the sack to see why. Everything good for milk-making is there, and the ingredients are combined in the right proportions to balance up protein, carbohydrates, and fat exactly right. There's just enough pure molasses to be appetizing, to help digestion—not enough to let the feed lump or harden in any weather. It's a perfect ration. If you are using your home-grown corn this year—feed Ce-re-a-lia along with it. It will make a wonderful improvement in results, and keeps the cows in good condition.

## CE-RE-A-LIA SWEETS MAKES MONEY

"More milk" doesn't mean much if the cost of the ration eats up all the profit on the increased flow. But Ce-re-a-lia Sweets will better your records and lower your feeding cost. You don't have to take our word for it—you can try Ce-re-a-lia Sweets at our risk.

Feed Ce-re-a-lia Sweets to any cow in your herd for four weeks. If you don't get more or better milk and a larger net profit than that cow yields now, you get your money back. Two sacks from your dealer will prove all claims. If you don't know who handles Ce-re-a-lia Sweets in your neighborhood, write us.

THE EARLY & DANIEL CO.  
304 Carew Building, Cincinnati, Ohio

Manufacturers of Tuxedo Chop, Ce-re-a-lia Eggmas, Tuxedo Scratch, Tuxedo Hog Ration.

### Wants Ce-re-a-lia At Any Cost

Please ship me at once by express, two sacks of your Ce-re-a-lia Sweets Dairy Feed. My cow is falling off so in her milk, I must have Ce-re-a-lia, no matter what the cost. Ship at once.

G. W. CHAMPS,  
Montgomery, W. Va.

### PLAIN VIEW GUERNSEY FARM

Baltimore, Ohio

Gentlemen: Find enclosed records for cows for November and December, and the month before they got Ce-re-a-lia Sweets. The cows were six and seven months in milk when I started to use Ce-re-a-lia Sweets and the gain was very creditable for my A. R. work.

	October	November	December
Milk	141	141	141
Lady	821.1	821.1	821.1
Rose	757.6	757.6	757.6
Willie	687.5	687.5	687.5
Florence	722.8	722.8	722.8
Josie	659.9	659.9	659.9
	November	December	
Lady	896.3	896.3	896.3
Rose	766.9	766.9	766.9
Willie	695.3	695.3	695.3
Florence	761.5	761.5	761.5
Josie	656.8	656.8	656.8
	December	January	
Lady	985.6	985.6	985.6
Rose	804.3	804.3	804.3
Willie	542.8	542.8	542.8
Florence	727.1	727.1	727.1
Josie	646.1	646.1	646.1

### EARLY DAN SAYS:

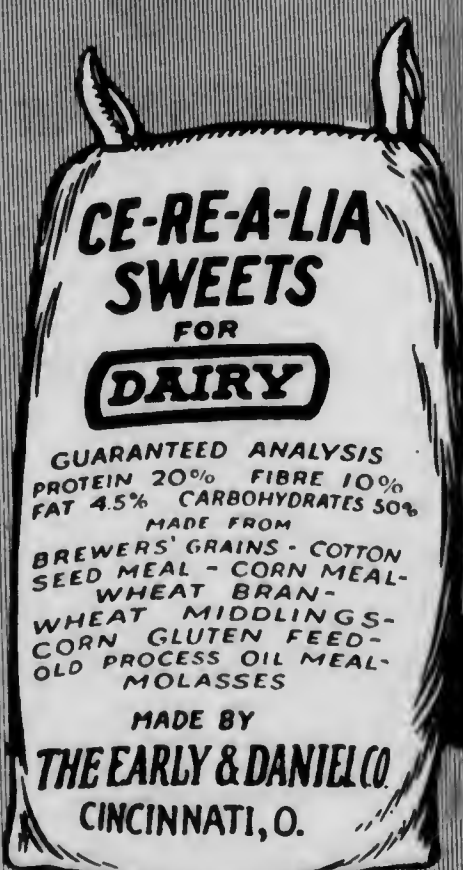
Poor feed won't make rich milk and poor milk won't make rich feeders.



Dairy feed without molasses is like cold griddle cakes—the nourishment's there but the appetite ain't.

Trouble with some dairymen is that they figger feedin' costs only from one end of the cow.

Breed 'em up, feed 'em up, an' live on th' interest of your milk checks.



# Ce-re-a-lia Sweets

SEE-REE-ALE-YA

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., FEBRUARY, 1922

NUMBER 10

## IMITATION MILKS

### Survey Shows Compounds Sold at Same Price as Genuine Article FRAUDULENT SALES CONTINUE

The claims of a year ago have been substantiated. Dealers in imitation milk are imposing on the public in the same fraudulent manner in their marketing methods notwithstanding contentions of one of the large manufacturers to the

paid for these compounds—as high as 13 cents a can has been paid for Majal. It has been further developed following a survey of nearly a year ago that we find these self same substitutes sold by the self same dealers in the self same manner. That all the supposed education

cents per pound substituted. Over \$5,000,000 pounds of these substitutes were manufactured in 1920; the figures for 1921 are not available but will, it is believed, approximate the same amount. Coconut oil compounds have been proven by eminent authorities to be lack-

measure practically the same as was passed by the New Jersey Legislature at its last session but failed of enactment by the refusal of the governor to sign the measure. A bill of the same nature has been presented to the New York Legislature and a similar bill is

### Evaporated Whole Milk



### Imitation Milk Compounds



These samples of evaporated whole milk and imitation milk compounds were purchased in the same neighborhoods in territory adjacent to Camden, New Jersey. Note comparative prices, particularly Carnation whole evaporated milk and Hebe compound made by the same interests.

the contrary. In fact, conditions are even worse, in that the so-called cheapness of imitation milk has to a great extent disappeared.

Recent surveys in New Jersey and Pennsylvania show that retailers pursue the same selling methods of a year ago, offering these compounds as milk, better than straight evaporated milk, etc. The accompanying illustrations show samples of both straight evaporated whole milk with prices attached, in comparison with imitation milk or milk compounds purchased in the same vicinities.

The picture presents the story better than it can be told. That these imitation milks such as Hebe, Silver Key, Carolene, Enzo, Nycro, Nutro and Majal, are being sold at just the same price as standard brands of whole evaporated milk is proven without question. In fact, it appears that unscrupulous dealers do not consider quality or grade but simply put on what the traffic will bear. Even higher prices than those noted have been

on the part of one large producer, the Hebe Co., to keep their distributors in the straight and narrow path, have been without result. In the past few weeks Hebe as well as all the other compounds are being offered as being "as good as any other milks," "good for anything you use any other milk for," "good for babies," etc. Sold to many restaurants, particularly of the cheaper type, in which it is used for oyster stews, cooking and on the table; used for ice cream manufacture, etc., notwithstanding the fact that one or two makers now use cautionary phrases on their labels, and notwithstanding the use of such labels the stuff is sold and recommended for use as milk and as being even better than milk.

These compounds are largely made of milk from which the cream is removed and to the skim milk coconut or some other vegetable oil added. Butterfat costing approximately 40 cents a pound is removed from the milk and coconut oil valued at approximately 10 to 12

ing in a sufficient quantity of vitamins to produce normal health and growth, particularly in children. Dr. E. V. McCollum, of Johns Hopkins University, states that vitamins are not present in sufficient quantities in filled milk to sustain health in infants and growing children and, therefore the feeding of such products to young children is a menace to the public health.

Because of this great menace, both the dairy and welfare interests of the country are fighting for legislation, both state and national, prohibiting the manufacture and sale of these compounds.

It is practically impossible to improve conditions unless the manufacture and sale of imitation milk products is prohibited, as they easily lend themselves to fraudulent selling methods, from the very nature of the container and character of labels.

A bill, Assembly No. 4, has been introduced in the New Jersey Assembly by Mr. Sexsmith. This is a prohibitory

to be introduced in the Kentucky Legislature.

It is time for every consumer of milk who has the health and welfare of his children and the welfare of the nation at heart to wake up. Not only should the use of these compounds be discouraged, but every effort should be made to obtain protective legislation so that unscrupulous dealers cannot impose upon an unsuspecting public in the sale of these imitation milk products.

In New Jersey a bill, Assembly No. 4, is now before the legislature. Urge everyone of your assemblymen and senators in New Jersey to see to it that this bill be passed and that it become a law.

You should also urge your representatives in the United States House of Representatives to aid in the passage of the Voigt Bill H. R. 8086. This bill has the support of the National Milk Federation and the Allied Dairy Industries.

It is up to every dairyman to lend his aid in the support of this legislation.



## WHY JOIN A TESTING ASSOCIATION

By A. J. CRAMER, Wisconsin State Dairy Husbandman

A cow testing association consists of a group of dairy farmers organized for the purpose of securing the services of a man to weigh and test the milk of each cow in their herds one day every month for an entire year. These farmers must live reasonably near each other because it is necessary for the tester to visit each member's farm once each month. Twenty-six to thirty herds, containing a total of 400 or more cows constitutes the required number. In some instances, we have as few as 250 and as many as 825 cows.

The expenses of the association are defrayed by charging from \$3 to \$4 per month without regard to the number of cows. By this plan, the members are more inclined to test every cow in the herd.

The tester's record will show the production of every cow. He locates the good and poor cows which cannot be found in any other way. The good cow will milk from nine to eleven months a year and will make a creditable record. It is a common practice to select the best and keep fewer cows and yet produce the same amount of milk and fat. The income above cost of feed from such a herd is larger and the work is less. There is a satisfaction in knowing what each cow produced on a given amount of feed. It provides a check on the tests of the man to whom the milk is sold and also discovers whether the separator is working properly. It develops the co-operative buying of feed and it aids materially in selling cows because it supplies a public record in place of a private record.

From 25 to 50 cows are being eliminated each year from each cow testing association because they are unprofitable. Between three and four thousand cows are sold as unprofitable annually by the members in the 110 active cow testing associations. The 52,000 cows on test are owned by 3,500 members.

The average cow in Wisconsin produces about 185 pounds of fat per year, while the average Wisconsin cow testing association cow produces 260 pounds fat. The best herd in a cow testing association last year averaged 592 pounds of fat or nearly three times as much fat as the average Wisconsin cow.

From our last year's records we find reports from 68 associations eliminating 1,500 unprofitable cows and the replacement of 363 scrub bulls by registered bulls. 71 per cent of the members of the 68 associations reporting, have registered sires heading their herds. About 20 months ago, there were only five associations reporting 150 herds headed by registered sires, while today, there are 48 associations, representing 1,350 registered herd sires. This means that 45 per cent of the state associations are reporting 100 per cent. free from scrub bulls. Some of these fortunate associations at first reported from seven to thirteen scrub bulls. These were replaced last year by creditable bulls.

About 60 per cent. of the members fed balanced grain rations to their cows. In many instances, very little grain of any kind was fed upon the first month's visit to some members. Through the encouraged practice of grain feeding, George Suda, tester in the Highland Association reports "one member has increased the herd milk flow 50 per cent. since grain feeding started."

### Liberal Feeding of Concentrates

The following information has been taken from the consolidated reports of the Richland Buena Vista Cow Testing Association.

Feeding of concentrates is still a live question among many of Wisconsin's dairymen, and for those who desire some practical information on this subject the 536 cows that completed the full year in the association were divided into six groups, and tabulated according to the cost of their concentrate ration.

Gp.	Cost of concn. between	Av. Cost con. per cow	Av. total feed cost per cow
1.	\$50.00-75.00	\$57.13	\$120.05
2.	40.00-50.00	143.29	106.47
3.	30.00-40.00	33.29	94.88
4.	20.00-30.00	25.31	82.93
5.	10.00-20.00	15.56	72.54
6.	00.00-10.00	6.21	57.91

No. of cows	Av. lbs. fat	Av. value of fat per cow	Av. re. cost
38	306.4	\$248.41	\$128.36
32	282.7	233.66	127.19
123	263.1	217.22	122.34
180	228.0	188.19	105.26
109	199.7	162.79	90.25
54	172.8	138.16	80.25

Some interesting comparisons are afforded between groups 3, 4 and 5. By comparing groups 3 and 4, it is found that an investment of \$12.00 in feed yielded \$17.00 increased returns. In comparing groups 4 and 5, it will be found that a \$10.00 additional investment for feed returned \$15.00 more income.

As these three groups constitute over 80 per cent of the cows tested, representing all types, and under various conditions, it is safe to assume that the amount of feed is one of the most important factors in economical production with the average cow.

Continued testing makes better feeders of the members. During the year of 1917, the amount of concentrate feed averaged but 688 pounds per cow while in 1919, the average was 1,216 pounds grain per cow. One man who did not believe in feeding grain, joined the association and after being persuaded to follow a plan of more liberal feeding, obtained the following results:

Concentrate feed returns per cow	
First year	446 pounds.....\$56.00
Last year	838 pounds..... 86.00

Mr. Sam Olson, during his first year in the association, fed an average of 760 pounds of concentrates per cow and his returns were \$78.13 on each cow. Last year his grain ration averaged over 1,500 pounds per cow and they returned \$155.80 above their feed cost; doubling the pounds of grain per cow had practically doubled the returns per cow.

An experiment in the Loganville association clearly demonstrated that the drinking cup system showed an increased production on one herd of seven cows on an average of 122 lbs. of milk per month. This showed a 14 per cent. increase in milk flow.

Some of our cow testing associations cows have netted their owners a neat sum of money because a public record is attached to them. For example—Mutual Segis Piche De Kol, 315906, a registered Holstein owned by Pierce

(Continued on page 11)

## NATIONAL AGRICULTURAL CONFERENCE, WASHINGTON, D.C.

F. P. WILLITS REPRESENTS FARMERS IN THIS DISTRICT

During the closing week of January there was held in Washington, D. C., following a call of the President of the United States, an agricultural conference which in itself was not only original but unique in the history of the country.

Some 350 representatives of agriculture, of which over 200 were actual dirt farmers; over 70 representatives of the farm press and the remainder from allied industries gathered to discuss, and if possible, suggest ways and means to alleviate the present greatly depressed conditions of agriculture on the whole.

The sessions, which were presided over by Representative Sydney Anderson, of Minnesota, were held in the Willard Hotel. Secretary of Agriculture Wallace, who opened the conference, outlined the purposes of the meeting as follows:

First: What may be done properly through legislative action.

Second: What may be done through administrative and educational effort, national and state, by the agencies charged with fostering agriculture, and

Third: What may be done and should be done by the farmers themselves individually and through their organizations.

The conference was addressed at length by President Harding, who said in part "conditions must be remedied and farming placed on a thriving basis if industrial and commercial America is to survive." "The whole country," he said, "has an acute concern with the conditions and problems you are here to consider. The acute agricultural situation is truly a national interest and not entirely to be regarded as primarily the concern of a class, a section, or a bloc." He made the following specific recommendations.

First: Extension of farmers co-operative marketing operations.

Second: Provision for greater working capital for farmers. Means must be taken by the government and private business to insure that turn over capital shall be generously supplied the farmer and on as reasonable terms as to other industries.

Third: The government should place at the disposal of the farmer all available scientific information.

Fourth: Measures must be taken to aid the farmer and the consumer to prevent violent price fluctuations which result in unorganized and hazardous production.

Fifth: Establishment of wise transportation policies including greater use of the water ways and electrification of the railroads, and

Sixth: Development of national resources by reclamation of arid, cut-over and swamp land.

Referring specifically to co-operative marketing, the President said. It should be possible to afford the farmers ample provision of law under which they may carry on in co-operative fashion those business operations which lend themselves to that method and which, thus handled, would bring advantages to both the farmer and his consuming public. The farmer must be responsible and must themselves learn organization and the practical procedure of co-operation.

The routine of the conference was taken up in the hearing and debating of reports by various committees. There were twelve general committees, as follows:

1. Agricultural and Price Relations.
2. Agricultural Credit and Insurance.
3. Transportation.
4. Foreign Competition and Demand.
5. Costs, Prices and Readjustments.
6. Crops and Market Statistics.
7. Marketing of Farm Products.
8. Agricultural Research and Education.
9. National Forest Policy.
10. National Land Policy.
11. Farm Population and Farm Home.
12. Co-ordination of State and Federal Legislation.

### Co-operative Marketing Recommended

The committee on Marketing of Farm Products strongly endorsed and recommended the co-operative marketing of farm products, and urged Congress that it promptly enact affirmative legislation that will permit farmers to act together in associations, corporate or otherwise, with or without capital stock, for purposes connected with the production, processing, preparing for market, handling and marketing in inter-state commerce such products of persons so engaged with specific statements of their rights, powers, remedies and limitations, and which will permit such associations to have marketing agencies in common and to make such contracts and agreements as are necessary to effect such purpose.

The committee also recommended that such steps be taken as will immediately re-establish a fair exchange value for all farm products with that of all other commodities.

The conference rejected a resolution which would have called for a government minimum price guarantee on farm products, but adopted a resolution that a comprehensive study of this subject be made.

The farm bloc in Congress was strongly endorsed as was also co-operative organization, the extension of farm credits both through the land banks and the Federal Reserve Loans and recommended the extension of credits from 6 months to three years.

The Capper-Volstead Bill was endorsed as was also the principle involved in the Voigt bill to prohibit inter-state commerce in filled milk or milk substitutes.

The conference recommended that there should be an immediate readjustment of freight rates, but it also went on record that both capital and labor should participate in the deflation and share part of the burden which has been carried by agriculture alone.

Secretary Wallace in his closing address characterized the conference as the most representative gathering of agriculture ever held. It has been a good thing for both the farmers and the allied interest. Farmers must co-operate to put agriculture on a sound and enduring basis. This conference the secretary said has presented constructive suggestions, not only for the present but for the working out of a sound agricultural policy for years to come.

## GETTING SILO WISE

By BILL SPIVINS

I have been looking up this silo business of late, and I have made up my mind that Bill Spivins will have a silo next year right up alongside of his red dairy barn. I am giving you the conclusion of some two or three years of investigation and you can put it down that I am going to do just what I say.

For several years I have milked a few cows, fed out a few steers, and practiced what you might call general farming. My wife and I have gotten along very nicely on our little farm. We have worked together and planned and saved and have gotten ahead. Occasionally we keep a few accounts so we know something of what departments of our business are paying. I must confess, however, that my wife deserves the credit for telling me about the good work of the cows and chickens. For some reason it is hard for a man to keep track of the small sums which come in every few days, but which at the end of the year show a surprising total. I told her that I had noticed recently that our best farmers were inclined to erect monuments somewhere among their buildings, and these monuments certainly reflected something. The round high towers give a splendid opportunity for a man to look around him and take a general survey of his property; but more than that these fellows who have the observation towers seem to have very big cream checks, and when they ship out a load of cattle there is a sort of shine and fullness to them which makes them top the market. I noticed that when they had those cold, stormy spells, the men who owned the silos seemed to be perfectly content and I am sure their cattle were. This chopping corn out of shocks when it is covered with snow and ice is not the kind of job which keeps the boys on the farm, and it's not the kind of feed that puts the milk in the pail. The other day when I hauled in a load of corn stalks that had been weathered for some six months, and looked like hazel brush well cured, my wife remarked that she would prepare some of the cabbage which had been left in our garden for my dinner. I observed the situation correctly. When I found some good old sauer kraut and spare ribs on my plate I couldn't help but think of those good cows and their brothers smiling over their mess of silage.

I figured up the other day and found our cows were producing about one hundred and fifty pounds of butterfat a year, and this I know is above some state averages, but I found that Henry Jones' cows had averaged over three hundred pounds of butterfat for the year, and this meant that he received about six times more out of his cows than I did out of mine, for it costs about so much to keep a cow a year, and of course there is no difference in the cost of milking whether a cow gives four quarts or four gallons. The investment is there, and it's a cow that must be kept; so if a cow makes a profit on one hundred and fifty pounds of butter it is a pretty small one, and it is easy to see where this profit can be increased ten times by slightly increasing her production. The cost of hay and feed, as well as of pasture is so high that it seems that a fellow has got a lot of money to throw away if he leaves half of his corn crop each year to be spoiled by the weather and storm.

I have noticed that all the experiment stations use silos. They also have all proven that they are practical and will lower the cost of keeping stock. I have

(Continued on page 9)

## AYRSHIRE CHAMPION SHOWS BREED CHARACTERISTICS

Bonnie Mary Douglas, a new two-year-old champion, evidences in a remarkable degree the characters Ayrshire breeders are seeking in their chosen cow. They are developing a dairy animal capable of consistent, heavy production and also of producing healthy, vigorous calves year after year. Therefore the 300 day roll of honor division of the breed's advanced registry which requires that the cow tested must produce a living calf which she has carried for at least 180 days of the test, and therefore the satisfaction the breed takes in such records as that of the new champion roll of honor two-year-old, Bonnie Mary Douglas.

In 300 days this great senior two-year-old heifer has given 15,194 lbs. of milk containing 588.84 lbs. of fat which places her at the head of Class F F. Continuing her production after the 300 days she made during the year a total of 17,072 lbs. of milk, 675.94 lbs. fat, which gives her second honors in both milk and fat in Class F. Then on December 10, 1921, she dropped twin heifer calves whose



Bonnie Mary Douglass, Senior two-year-old Ayrshire Heifer. Leads Class FF, second in Class F. Owned by Glen Foerd Farms, Torresdale, Pa.

vigor and appreciation of Ayrshire milk are attested in the accompanying photograph. These calves were carried 197 days of the roll of honor test period. To have champion producers complete their records in healthy breeding condition and drop calves for many years afterwards not only supplies the breed with many choicely bred individuals, but it recommends it very strongly to the dairy farmer who wants a calf and a profitable quantity of milk from his cows for the greatest possible number of years.

Bonnie Mary Douglas is backed by producing progenitors. She is a grand daughter of Finlayston, the leading registry sire of the breed whose 53 tested daughters have all records averaging 10,725 lbs. milk, 443.02 lbs. fat, and Nox'emall whose 35 tested daughters have 86 records which average 9972 lbs. milk, 380.2 lbs. fat. Her own sire, Glenfoerd, has 10 tested daughters whose records average 11,831 lbs. milk, 475.02 lbs. fat. Her dam, Mary Douglas of Wayne, is an advanced registry cow whose sire, Nox'emall 2nd, has 14 tested daughters.

The new champion was bred by John Simpson, Ariel, Pennsylvania, and is owned and was tested by Glen Foerd Farms, Torresdale, Pennsylvania.

## NATIONAL DAIRY SHOW

### Minnesota Fair Grounds Again Selected

The National Dairy Association has announced that it has been decided to hold the Sixteenth Annual National Dairy Show on the Minnesota Fair Grounds, St. Paul and Minneapolis, October 7th to 14th, 1922.

This announcement is made after a most thorough analysis of the present condition of the national dairy industry by the executive committee of the National Association and after giving every consideration to those things that require to be developed for the promotion of the industry in a national and international way for the 1923 World's Dairy Show, to be held simultaneously with the World's Dairy Congress.

The conventions of the industry as well as the show were highly successful last year and it is believed that a work can be built in the show that will bring more value to the conventions through direct participation in the show than both being conducted as at present as separate units. At least a program is in

## JANUARY MILK CONDITIONS. BASIC AND SURPLUS PLAN AGAIN EFFECTIVE

Current demand early in the month proved to be no exception to the rule. There was the customary decline in demand following the holidays and while there was no appreciable increase in the supply there was a daily surplus on the principle receiving platforms in this market. At times this surplus amounted, at one platform, to from 3000 to 4000 quarts a day. With the demand light and the supply heavy, prices on the platform sagged to 4 cents a quart.

In some cases, particularly on the part of the smaller dealer handling direct shipped milk and who has no means of absorbing temporary surpluses, dairymen were requested to withhold shipping some of their milk. The larger distributors, however, took their full supplies regularly and at established prices.

Toward the middle of the month the demand increased and prices for surplus milk on the platforms reached 5 cents a quart and as the month advanced, the demand became better and prices reached normal at six to six and a quarter cents per quart.

There has not been much movement in dairies from one distributor to another. The general supply on the whole has been more constant and the seasonable increase in production has been small. Taken on an average the increase in the supply of milk in January over December is estimated as being between 5 and 10 per cent.

### No Serious Shortage From Heavy Snow Storm

Contrary to the expected, the heavy snow storm late in January did not seriously affect the milk situation. Nearly all of the direct shipped milk in the Philadelphia market was received but with little delay. Some of the milk from distant points was held up, particularly from the southern districts, where the snow was the heaviest.

### Basic and Surplus Plan Again Effective

January again finds the Philadelphia Selling Plan, covering surplus milk, in effect. There are some modifications of the plan in operation last year. It will be noted that quotations on surplus are now named under two classes. Class I, which is based on 92 score solid packed creamery butter, New York City, plus a premium of 20 per cent. which is applicable to surplus in the same amount as the established basic quantity, and Class II, which applies to any quantity in excess of Class I.

This may be explained as follows. If a producer has an average basic quantity of 3000 pounds, he is entitled to the Class I price for 3000 pounds of surplus milk. If he ships 4000 pounds of surplus milk 3000 will be in Class I and 1000 in Class II surplus.

The Class I surplus price for January, based on 4 per cent. butterfat milk at all receiving stations in the country is \$1.78, with Class II surplus at \$1.48 per hundred pounds. The delivered Philadelphia Class I surplus price is \$2.35 per hundred or 5.1 cents per quart, with Class II at \$2.11 per hundred and 4.6 cents per quart. This basis permits the buyer to manufacture the surplus into butter at a market price and obviates sharp fluctuations in the basic price.

February prices of basic milk are on the same basis as applied in January. In some other primary markets, particularly in the west, where surplus methods are not in effect lower prices have been announced.

(Continued on page 15)



# INTER STATE MILK PRODUCERS REVIEW

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## Editorial



It is a question whether the dairy farmer realizes how greatly his welfare and prosperity is favorably or unfavorably influenced by legislation, both nationally and in his own State.

Agriculturists are disposed, in many instances, to still believe that the individual "go it alone." The so-called independence of the farmer, however, is largely one of mind rather than in fact.

Farm business, like many other industries, is rapidly becoming big business, and unless so conducted, will, in many cases, no doubt fall into the class of unsuccessful undertakings.

Co-operative methods along many lines have proven the most efficient in obtaining satisfactory results, and many individuals who believe that their success has been due to their own efforts are far more likely succeeding through the co-operative efforts of others in movements which have brought better prices, better facilities, better legislation, and better general conditions and in which their individual effort has been lacking.

Co-operative farm organizations generally while not always accomplishing all that those interested may have desired have done much toward the adoption of legislation looking toward the betterment of agriculture as well as the welfare of the public at large, but real co-operative effort and organization along these lines is in the making.

Co-operative organizations, as such, have a prominent part to play in legislative matters. To them is assigned the preparation and presentation of the data, general information and statistics in the particular case, but in connection with this must come a new co-operation on the part of the members of the organization. Legislators are the representatives of the people, elected by the people and charged with the looking after of the interests of their respective constituencies and by whom they should be guided in their deliberation.

It therefore becomes necessary in the development of this co-operative work, that on important legislative matters affecting the dairy industry or agriculture generally, legislators should be guided by the opinions of "those back home."

This form of co-operation becomes rather a unity of individual action, in that every agriculturist should consider it his duty, when called upon, to assist his co-operative organization by the use of his individual effort with his representatives in Congress or State Legislature, looking toward the enactment or defeat of such legislation as may be of interest in the particular case.

This form of expression, being direct, has a decided bearing on legislative matters and every individual farmer and dairyman should consider it a duty to respond to such a call.

The weight of individual mass opinion may be needed in the future. Be prepared to do your duty when called upon.

That cow testing associations are doing a good work is shown by the reports which are printed each month in the Milk Producers Review.

Sales of unprofitable cows are noted in many of these reports. The elimination of the boarder cow is a feature of cow testing work. An unprofitable cow should take up no space in any dairyman's barn.

An item from the New York State College of Agriculture states that "The Richville Cow Testing Association of St. Lawrence county disposed of eleven cows to drovers in one month. The price received didn't pay for the amounts they had lost to their owners, but it was a profitable transaction."

The real economy in dairying is the production of a given amount of milk with the smallest number of cows, rather than the increased production from a larger number of cows, irrespective of their productive capacity.

In the marketing of all perishable products—and that includes milk—too great an output has an unfavorable influence on marketing conditions with resultant lower selling prices.

For the greatest success in dairying, economical production of milk should be the chief object. Mere quantity output irrespective of cost is a hindrance rather than an aid to the industry.

Agricultural interests of the whole country have been keenly alert as to the progress and out come of the agricultural Conference held in Washington during the closing week of January.

It is too early, at this writing to even opinion what the out come of this unique gathering will be. In fact it would be rather unreasonable to expect any immediate substantial results when any increase in farm prices depend, like those in manufacture, on the completion of economic progress.

The view point of the farmers has, however been publicly expressed. The government and the people have been advised as to the condition of agriculture on the whole. They know where the farmer stands. The conference has brought out important problems. They can not all be readily solved, but solved they must be if agriculture is to go on and prosper.

Get the milk habit! Clean milk is one of the best foods we have and the cheapest.

## DIRECTORS' MEETING

A meeting of the directors of the Inter-State Milk Producers Association was held at the association headquarters in Philadelphia, January 20th, there being present H. D. Allebach, President; Frederick Shangle, Vice President; Robert F. Brinton, Treasurer, and R. W. Balderston, Secretary and the following directors: Messrs. J. H. Bennet, W. D. Copperthwaite, E. R. Pennington, F. M. Twining, Ira J. Book, A. B. Waddington, A. R. Marvel, F. P. Willis, Albert Sarig, E. H. Donovan, H. I. Lauer and S. Blaine Lehman. A. A. Miller, C. I. Cohen, Charles W. Detwiler and N. S. Gottshall, were also in attendance.

After the transaction of routine business, a general discussion followed on milk and market conditions on the whole, with particular reference to the Philadelphia territory.

A policy program for the year was discussed at length.

In order that the locals of the association on the whole and the membership at large be kept in closer touch with the association, it was suggested by President Allebach, and after a full consideration, decided to divide the Philadelphia Milk Shed into three territorial groups and to assign field men and representatives of the board of directors certain defined districts in which they would operate as representatives of the home office in the looking after local organization meetings, to investigate and make adjustments in connection with the testing, sampling and weighing of milk.

This plan is not intended to relieve the present officers from field work but to promote a closer relationship between the officers and directors with the membership at large.

While plans and details have not yet been fully completed it is expected that New Jersey, Delaware and Maryland (except Cecil county) will be assigned vice president, Frederick Shangle, eastern and western Pennsylvania will be looked after by F. W. Twining, while central Pennsylvania will be taken care of by N. S. Gottshall.

Resolved: That the Pennsylvania State Dairy Council, in annual assembly, this 25th day of January, at Harrisburg, Pa., unanimously approves of all legislation state and national, looking toward the total prohibition of this traffic and and at this time urges the passage of legislation now before Congress in the Voigt Bill, H. R. 8086.

The election of officers for 1922 resulted in the re-election of the present incumbents, T. F. Jenkins, President; Dale E. Andrews, Treasurer and R. W. Balderston, Secretary.

## FARMERS SAY PUREBREDS BEAT ORDINARY STOCK

It is the consensus of opinion of 500 growers of purebred and grade live stock who were questioned by the United States Department of Agriculture that the purebred sire is from 10 to 400 per cent. better than the ordinary sire. This applies to all classes of live stock. Many of the men who replied to the department's questionnaire gave figures and specific instances to back up what they had to say regarding the remarkable improvement effected in a relatively short time.

In reply to the question as to the value of their example in inducing others in the community to take up improved live stock most of these farmers and breeders said that they had been the means of starting at least two or three, and one man who had been raising purebreds for 40 years said he had influenced every man in the neighborhood. —B. A. I. Editorial.

## High Visibility

Patron (crossly)—Say, waiter, what are these black specks in my cereal.

Waiter (after a close inspection)—Dunno, sir, unless it's some of them vitamins everyone is talking about now. —Life.

## PENNSYLVANIA STATE DAIRY COUNCIL

The annual meeting of the Pennsylvania State Dairy Council was held in Harrisburg, Pa., January 26th in conjunction with the Penna. State Farm Products Show. The meeting was held at the Penn Harris Hotel and was presided over by Lewis W. Morley of Penn State College.

Secretary R. W. Balderston made a complete report of the activities of the association during the past year, and presented a program of activities to be considered for the current year's work. The necessity for greater educational and publicity in connection with the value and consumption of dairy products was emphasized.

Following a general discussion, it was decided to expand the work so as to take in any local group, such as a county wide, town or city educational campaigns, and that such campaigns be allocated, either to the Inter-State Dairy Council at Philadelphia, or the Pittsburgh Dairy Council in Pittsburgh, according to their respective geographical location and through these organizations participate and co-operate with the National Dairy Council.

## Resolution Favors Voigt Bill

The Council went on record as favoring, pending legislation looking toward the discontinuance of the manufacture and sale of the so called Filled Milks. The following resolution was unanimously adopted:

Whereas, it has been shown that the manufacture and sale of filled milk constitutes a fraud upon the consuming public and is inimicable to the public health and a menace to the Dairy Industry, therefore, be it

Resolved: That the Pennsylvania State Dairy Council, in annual assembly, this 25th day of January, at Harrisburg, Pa., unanimously approves of all legislation state and national, looking toward the total prohibition of this traffic and and at this time urges the passage of legislation now before Congress in the Voigt Bill, H. R. 8086.

The election of officers for 1922 resulted in the re-election of the present incumbents, T. F. Jenkins, President; Dale E. Andrews, Treasurer and R. W. Balderston, Secretary.

## INTER-STATE ACTIVITIES

It may be interesting for our members at large to know that during December, 1921, the number of new members admitted to the association was 127, while for the month of January, 1922, the number aggregated 209.

Our men in the field are keeping right at it and the prospects for a banner increase in membership is promised, particularly if every member would do his share.

## NUMBER OF SILOS GROW

The silo, that very necessary adjunct of a successful dairy farm, is coming more into use in Pennsylvania each year. Figures of the Bureau of Statistics of the Pennsylvania Department of Agriculture show that at the present time there are approximately 22 per cent. of the farms of the state that have silos. On November 1, there were 45,210 silos on the farms of the state, an increase of two per cent. during the current year.

It is suggested by prominent national advertisers that Samson had a keen idea of advertising. He took two solid columns with the result that he brought down the house. Advertising pays.

## LATEST MARKET PRICES

### JANUARY PRICES

The Philadelphia Selling Plan for 1922 becomes effective with January. The basic quantity is represented by the average shipment of milk during October, November and December, 1921, on which the basic price will be paid. In January a surplus price based on 92 score solid packed creamery butter, New York City, plus 20 per cent. will be paid for milk in excess of the basic quantity up to the amount equal to the basic amount which is represented by surplus price. Class I. For surplus milk in excess of the amount of the Class I quantity a price based on 92 score solid packed creamery butter, without the 20 per cent. premium and known as surplus Class II, will be paid.

### Basic Price F. O. B. Philadelphia

From these prices one cent per 46 quarts or one cent per 100 pounds is to be deducted by the buyer, which together with one cent per 46 quarts, contributed by the buyer, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Test	Basic Price	Basic Price
Per cent.	100 lbs.	Per quart
3.0	\$2.47	5.35
3.1	2.51	5.45
3.2	2.55	5.55
3.3	2.59	5.65
3.4	2.63	5.75
3.5	2.67	5.85
3.6	2.71	5.95
3.7	2.75	6.05
3.8	2.79	6.15
3.9	2.83	6.25
4.0	2.87	6.35
4.1	2.91	6.45
4.2	2.95	6.55
4.3	2.99	6.65
4.4	3.03	6.75
4.5	3.07	6.85
4.6	3.11	6.95
4.7	3.15	7.05
4.8	3.19	7.15
4.9	3.23	7.25
5.0	3.27	7.35

When the milk is not tested the price f. o. b. Philadelphia is 64 cents per quart.

### JANUARY RECEIVING STATION PRICES

Quotations include a deduction of one cent per 100 pounds which amount together with one cent per 100 pounds, contributed by the buyer, is to be turned over by each buyer to the treasurer of the Inter-State Dairy Council for the purpose of conducting a publicity campaign advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Miles	Freight on 46 qt. can	Price per 100 lbs.
1 to 10 incl.	28	1.85
11 to 20 "	28	1.88
21 to 30 "	30	1.93
31 to 40 "	31	1.97
41 to 50 "	32	1.99
51 to 60 "	34	1.88
61 to 70 "	36	1.87
71 to 80 "	37	1.86
81 to 90 "	38	1.83
91 to 100 "	39	1.82
101 to 110 "	41	1.81
111 to 120 "	42	1.80
121 to 130 "	43	1.79
131 to 140 "	44	1.77
141 to 150 "	45	1.76
151 to 160 "	47	1.75
161 to 170 "	47	1.74
171 to 180 "	48	1.73
181 to 190 "	50	1.72
191 to 200 "	50	1.71
201 to 210 "	51	1.71
211 to 220 "	53	1.70
221 to 230 "	53	1.69
231 to 240 "	54	1.68
241 to 250 "	55	1.67
251 to 260 "	56	1.66
261 to 270 "	57	1.65
271 to 280 "	57	1.64
281 to 290 "	59	1.63
291 to 300 "	59	1.63

### MONTHLY SURPLUS PRICES

4 per cent. milk at all receiving points

Month	First Half	Average
1920	\$3.16	\$3.12
January	3.20	3.18
February	3.14	3.19
March	3.28	3.43
April	2.96	3.00
May	2.76	2.76
June	2.70	2.70
July	2.61	2.64
August	2.78	2.81
September	2.61	2.53
October	2.17	2.24
November	2.42	2.33
December	2.35	2.23
January	1.68	1.56
February	1.54	1.53
March	1.49	1.51
April	2.11	2.05
May	2.01	2.04

These prices are based on 130 per cent. of the average monthly or semi-monthly price of solid packed 92 score creamery butter, New York City.

### 1920-1921

Month	First Half	Average
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May	2.01	2.04

### CURRENT RETAIL MILK PRICES

Grade B or Market Milk

Pasteurized and bottled

Quarts	Pints
12-16	0
11	7
12	8
13	8 1/2

### JANUARY RECEIVING STATION PRICES

Class I. For surplus milk in excess of the amount of the Class I quantity a price based on 92 score solid packed creamery butter, New York City, plus 20 per cent. will be paid for milk in excess of the basic quantity up to the amount equal to the basic amount which is represented by surplus price. Class II. For surplus milk in excess of the amount of the Class II quantity a price based on 92 score solid packed creamery butter, without the 20 per cent. premium and known as surplus Class II, will be paid.

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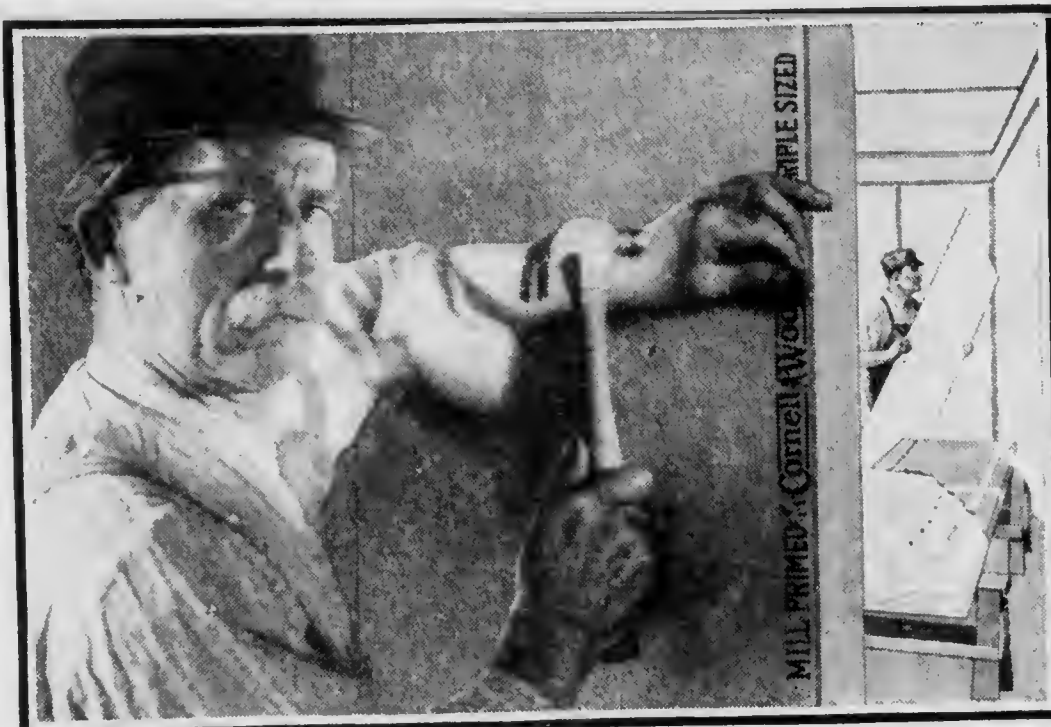


# Cornell

Takes the Place of Lath and Plaster for Walls, Ceilings and Partitions

## Wood Board

Eight lengths, 6 to 16 ft.—two widths, "Cornell 32" and "Cornell 48"



### This "Triple Sized" wallboard best stands wet conditions

CORNELL is the popular wallboard with dairymen, because, as the Master Carpenter says, "This wallboard is made of pure good fibre, 'Triple-Sized' in the process. This gives these rigid panels triple the protection of ordinary wallboard against moisture, expansion and contraction."

Use Cornell not only for lining your homes and tenant houses, but for cow barns, milk houses, ice houses and every place where moist conditions call for this durable "Triple-Sized" board.

Why use lath and plaster, or ceiling lumber, sheathing or ship-lap when Cornell costs so little.

Any man who can handle a hammer and saw can quickly apply these panels to the joists and studding.

Cornell's handsome "Oatmeal" finish beautifies the home like costly wallpaper. It comes all primed for

painting—"Mill-Primed." This saves much work and expense.

Unlike heavy plaster-board, Cornell does not crack or break in hauling. So take a bundle home on your next trip from town and keep handy on the place. For sale by leading lumber and supply dealers.

New free color-book No. IM-1 of "Cornell Interiors" ready! Mail the coupon  
**Cornell Wood Products Co.**  
 General Offices: 190 N. State St., Chicago, Ill.  
 Water Power, Mills and Timberland in Wisconsin

#### For Book and Sample

Send free color book No. IM-1 of "Cornell Interiors," sample board and prices to

Name.....

St. or R. F. D. ....

City..... State.....

Mail this to Cornell Wood Products Co., 190 N. State St., Chicago, Ill.



**NOWHERE** is the need for reducing the cost of production more urgent than in the case of the great staple crops *Corn, Grain, Hay*. These have always been low value per acre crops. Their labor cost factor is high. A double yield per acre involves but little additional labor.

Fertilizers are the direct means to increase yield. For the best results, fertilizers must be properly balanced.

One-sided fertilization spells soil exhaustion. Balance the fertilizer with 5 to 10 per cent. of Potash. There is plenty of it now.

**SOIL & CROP SERVICE, POTASH SYNDICATE**

H. A. HUSTON, Manager

42 Broadway New York

## POTASH PAYS

Uncle Ab says—"Sooner or later farmers will learn that they are all part of a large family and that a hurt to one part hurts all."

Manure left carelessly out of doors loses from 40 to 60 per cent. of its plant-food value.

Building a good house out of stray bits of lumber is much like trying to build a good herd from scrubs.

Farming is a business. Most business houses pin their faith to accurate book-keeping. The way to begin is to take an inventory.

## PENNSYLVANIA FARM PRODUCTS SHOW ALL ROADS LED TO HARRISBURG

The sixth annual State Farm Products Show was held at Harrisburg, Pa., January 23-27, inclusive. Without a doubt this was the biggest and best show that has been held since these shows were inaugurated.

The attendance at the different meetings of the associations identified with agriculture was large and developed much of interest to their membership.

The two large exhibits, one in the Emerson-Brantingham Building and the other in the Overland Harrisburg Building, attracted a larger attendance of visitors than ever before, particularly in connection with the educational and live stock exhibits.

The number of meetings of state agricultural organizations held in connection with the show included the following.

Pennsylvania State Veterinary Medical Association, State Horticultural Association of Pennsylvania, Vegetable Growers Association, Pennsylvania Breeders and Dairymen's Association, Pennsylvania Holstein Freisian Association, Pennsylvania State Bee Keepers Association, Pennsylvania Tobacco Growers Association, Pennsylvania Sheep Breeders and Wool Growers Association, Society of Farm Women of Pennsylvania, Pennsylvania State Dairy Council, Pennsylvania State Dairy Farmers Protective Association, Department of Public Instruction Vocational Schools, Pennsylvania Poultry Association.

The show and various meetings were officially opened with a joint meeting of all the associations in the auditorium on Tuesday evening, which was presided over by Hon. Fred Rasmussen, Secretary of Agriculture for Pennsylvania. Upwards of 3000 attended the meeting.

The principal address was by Governor William C. Sprunt, who welcomed those present and spoke at length on the agricultural and educational situation in the state.

Dr. John M. Thomas, president Pennsylvania State College, made an interesting address, in which he said:

"It is the buying power of the farmer which determines the degree of prosperity of the nation. The present depression is the result of shrinking in the buying power of farmers due to low prices for farm products, which were in turn caused by Europe's inability to buy the farmer's surplus. When the farmers cannot buy freely, the mills go on part time.

"Under modern American conditions the agricultural college is essential to successful agriculture. Farm labor is no longer to be had at a dollar a day. It used to take five men on the farm to feed one man in the city, but now one man on the farm feeds two men in the city.

What has made the change? Science and machinery. And the science of the American farmer, who is the most intelligent rural worker on the face of the globe, comes from the agricultural college. It was in an agricultural college laboratory that Babcock invented the milk tester, which has revolutionized the milk industry. In our own laboratories at Penn State, Dr. Armsby worked out the principles which are used the world over in animal feeding.

The attendance at the show buildings was larger than of any previous year.

In the Overland Harrisburg Building a very interesting exhibit of various breeds of swine and dairy cows was shown.

The exhibit of corn was most elaborate and on the whole the best ever offered.

#### Dairy Products Exhibit

There was a large display of dairy products in the Emerson-Brantingham Building and competition in some classes was keen.

The following awards in the different classes named were announced:

#### Certified Milk

1. Edgewood Dairies, Woodside, Pa.
2. Lenkerbrook Dairy Farm, Harrisburg, Pa.

#### Raw Milk

1. Paul Woodman, Rushland, Pa., score, 98.40.
2. Thomas Hadfield, Downingtown, Pa., score, 98.05.
3. P. B. Whitehead, Quikertown, Pa., score, 98.00.
4. W. J. Reeves, West Chester, Pa., score, 97.90.
5. Edw. B. Maule, Coatesville, Pa., score, 97.70.

#### Pasteurized Milk

1. Supple, Wills, Jones Co., Philadelphia, Pa., score, 98.50.
2. Abbotts Alderney Dairies, Philadelphia, Pa., score, 98.25.
3. Greenville Dairy Co., Greenville, Pa., score, 89.25.
4. Woodlawn Dairy Farms, Scranton, Pa., score, 84.75.
5. Dairymen's Co-operative Association, Beaver, Pa., score, 77.75.

#### Creamery Butter

1. Westbrook Dairy and Produce Co., Peach Bottom, Pa., score, 92.
2. Hershey Creamery Co., Harrisburg, Pa., score, 91.50.
3. Grove City Creamery, Grove City, Pa., score, 90.
4. Dairy Association, Beaver, Pa., score, 89.75.

#### Farm Butter

1. J. F. Dieter, Bradford, Pa., score, 94.
2. John Hoffner, Catawissa, Pa., score, 91.50.
3. I. S. Crouse, Bradford, Pa., score, 91.
4. Ivan Tomilson, Wrighttown, Pa., score, 90.

#### Swiss Cheese

1. Grove City Creamery, Grove City, Pa.
2. H. L. Heym, Port Allegheny, Pa.

#### CARE OF FARM MACHINERY

We have recently had occasion to travel through certain highly agricultural sections of New Jersey, Pennsylvania and New York, and observed a number of instances where farmers were still using the open air system of caring for agricultural implements.

In instances, last year's haying tools were still in the field, where, apparently, they were left when last in use.

Fence corners may be an admirable place to leave tools over the winter. They may usually be found there when wanted, but it surely must be realized that farming tools left so exposed to the weather will be unfit for use or involve an unnecessary expense to put them in order to be serviceable when wanted.

The wise farmer houses his farm machinery when not in use, and at this season, spare time can be had to refit and repaint such tools for next season's service. A good coat of paint will preserve your farm implements and insure their serviceability for a long time to come.

## LACK OF OUTLET FOR CROPS ELEMENTS IN BUSINESS SLUMP

### REPORT OF THE SECRETARY OF AGRICULTURE

The United States would not have been in the industrial dumps to-day "had some way been found for the people in need to buy our farm supplies at prices which would cover the cost of production," says the Secretary of Agriculture in his annual report to the President. "Under such an arrangement, the American farmer would have been prosperous, and the country would have prospered with him."

"It is a terrible indictment of modern civilization that with such abundance here there are millions of people overseas suffering for the bare necessities and other millions starving to death. And surely we are sadly lacking in our understanding of economic laws or in our adjustment to them when the production of bounteous crops grown by the hard labor of 13,000,000 farmers and farm workers and their families is permitted to play such a large part in paralyzing our industries and business at home."

The farmer felt his responsibility to the public, the Secretary continues, and, producing his crops on faith, finds himself at present in sad plight, due to a combination of drastic price reduction on all he has to sell, lessening consumption, high freight rates, and other economic ailments.

The sombre picture has but one bright spot. That spot is found by turning to the meadows and fields where graze the farmer's stock. There alone, is the average American farmer—with the single exception of the cotton farmer—able to write the accounts of his ledger in black. In detail the Secretary analyzes the situation of the farmer as follows:

#### Accepts Low Prices in Good Faith

"Farmers have taken it for granted that war prices could not continue. They had expected lower prices for their own products. They had not thought that their prices would drop as low as they did, but during the winter they accepted these very low prices with their usual philosophy. They borrowed more money to keep themselves going, and in the face of a continuing decline in prices of almost all of their crops they put out ample acreage in the spring of 1921. At that time prices of farm products were much below the cost of production and far lower relatively than the prices of other commodities. The farmers' wages had thus been reduced to about the pre-war level, but the wages of other people, whether paid direct or through the products of their work, remained very near the war level and from 50 to 100 per cent or more above the prewar level.

"This was a distributing condition, but the farmer hoped and had a right to expect that by the time his crops of this year were ready for market other workers and other manufactures, for the farmer is both, would be willing to accept their share of the burden of economic rebuilding and that the prices of other things, including wages, which have the greatest influence on such prices, would come down to a fairer and more nearly normal relation to the price of farm products.

"There was no attempt on the part of the farmers to restrict production. In some cases, as with the cotton farmers of the South, there was an effort to readjust acreage by substituting one crop for another. But it can not be said that the farmers of the United States combined to

hold up their wages. They showed their good faith and their sense of responsibility in trying times by planting plentifully, reducing their own expenses in every possible way, and working harder and longer hours. As in war time, many women and girls worked in the fields because reduced income made impossible the employment of other help. As a result of large acreage, very hard work, and a favorable season, the crops of 1921, while not as large as in some years, yielded more than we need for our own use, but prices are most unsatisfactory.

"The purchasing power of the principal farm crops of the year 1921 at the present time is lower than ever before known. In times past some of these crops have sold at lower prices per sale unit expressed in dollars and cents, but probably never before have our farmers generally been compelled to exchange their crops per sale unit for such small amounts of the things they need. The purchasing power of our major grain crops is little more than half what it was on an average for the five prewar years of 1910-1914, inclusive.

#### Nation Feels Farmers Hardships

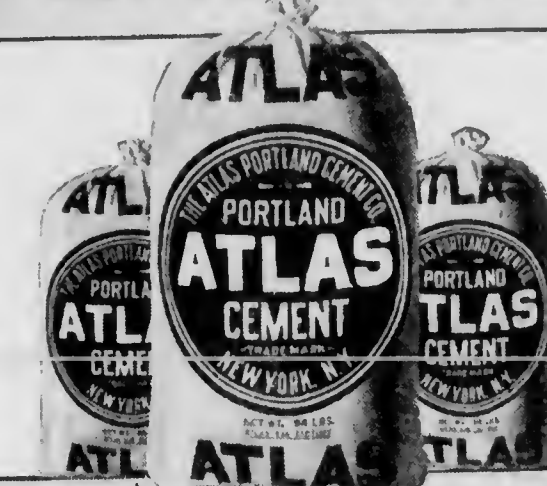
"When we remember that approximately 40 per cent of all our people live in the open country and are dependent upon what grows out of the soil, the harmful effect upon the Nation or reducing the purchasing power of that 40 per cent so far below normal is obvious. The farmer is compelled to practice the most rigid economy, to wear his old clothes, to repair his old machinery, to refrain from purchasing everything he can possibly do without, and to deny himself and his family not alone luxuries but many of the ordinary comforts of life. This in turn has forced the manufacturer to restrict his output to the lessened demand, reducing his own purchases of raw material, and greatly reducing the number of his workmen. Men out of work must live on their savings and are in turn compelled to practice economy by reducing their own buying, and thus still further restrict the farmers' market. And so we find ourselves in a vicious circle which we are having difficulty in breaking through."

Turning from this dark picture of agriculture, the Secretary continues:

"Fortunately, there is a brighter side to the picture I have presented. Prices for live stock are much higher relatively than prices for grains. In the case of corn, for example, which is our largest grain crop, the farmer is receiving very much more for this grain when fed to hogs and cattle and sheep and marketed in that form than he is receiving for his corn when marketed as corn. Speaking generally, about 80 per cent of our corn crop is fed to live stock, and those farmers who have maintained their livestock production are not suffering so severely as might be indicated by the price of grains. The prices of dairy products also are higher relatively than the price of grains and feeds, and in those sections where dairying is practiced there is a steady income and the farmers are getting along.

Saving \$55 or \$60 worth of feed for a boarder cow added to what she'll bring as dressed meat means maybe a hundred dollars in the pocket, which isn't a bad price for a cow that's no good anyhow.

## DEPENDABILITY



## UNIFORMITY



WHEREVER the sturdy pioneer built his log cabin or sod hut—that was home.

Where those homes stood are crowded cities and fertile farms—but the trail was blazed for the farmer and the manufacturer by the pioneer.

And in the upbuilding of our country, many of its factories, dwellings, bridges, dams and roads have been constructed of cement, made by The Atlas Portland Cement Company—pioneers of the cement industry in the United States.

It is of this sturdy, dependable pioneer brand of cement you should think when you are about to build. Not only of Portland cement, which is a descriptive name, but of ATLAS Portland Cement, which has won the reputation "the standard by which all other makes are measured"—pioneer of American cements.

Go to the nearest Atlas dealer and ask him for the book "Concrete on the Farm," a practical hand-book about cement construction. The Atlas dealer is always ready to help you; or write us for your copy of "Concrete on the Farm."

### THE ATLAS PORTLAND CEMENT COMPANY

New York Chicago Birmingham Boston  
 Philadelphia St. Louis Des Moines Dayton



## Perfect Silage Year After Year



### CRAINE "the Samson" of Silos

You can have perfect silage, year after year, with a Triple Wall Silo. The inner wall is composed of dressed vertical staves, perfectly fitted so as to allow the silage to settle evenly at all times. The middle wall is composed of waterproof, frost-resisting silafelt and will not absorb moisture or decay with age. It is also a frost-resisting insulator. The outside wall is composed of the special Crainelox covering which is continuous throughout, winding and overlapping itself from top to bottom. Crainelox protects and reinforces every square inch of surface, making the silo a veritable Sampson of strength. Because of the triple wall construction, Craine Silos give triple protection to silage. In addition, they are beautiful to look at, and harmonize with the finest of farm buildings.

#### The Craine Line of Silos

Craine Triple Wall Silos Crasco Wood Stave Silos  
Craine Concrete Stave Silos

Write for the new beautiful catalog describing these silos. Illustrated throughout. "Early order discount" earned, if you order your silo now.

CRAINE SILO CO., Inc., Box 230 NORWICH, N. Y.  
REBUILD THE OLD STAVE SILO into a new, permanent Craine, at half the cost of erecting a new silo. Particulars furnished gladly.

Write for ALL the  
FACTS Regarding  
Larro Dairy Feed



**We guarantee  
more milk or  
money back**

### Write for Our Trial Offer

We want to give every dairyman the facts. Tell you how your dealer will sell two bags of Larro for trial under our money back offer. Larro is an efficient ration for increasing milk production and preserving the health of your cows. You can prove for yourself at our risk that Larro will stop your losses from off-feed conditions and low milk yields. If it fails to produce more milk, return the empty bags and dealer will refund your money.

**Larro** The Ready  
Ration For  
Dairy Cows

**No Filler—  
no off-grade  
ingredients**

Every bag of LARRO contains the same high quality of ingredients, and is of the same high feeding value. LARRO high quality is never changed. It never did, it does not now, and never will contain materials of low feeding value. It is always the same—yesterday, today, tomorrow.

The famous Larro blend is succulent, palatable and easily digested. It is the result of years of research and thousands of dollars spent in testing. Few dairymen can mix an efficient, balanced ration at home. They lack facilities, lack time and help, lack a tried and proved formula. Why take chances? Why not get maximum results from your cows? Write for all the facts about LARRO—today. Address

THE LARROE MILLING CO., Dept. 1584, Detroit, Mich.

#### MASSEY LOCAL

Massey Local of the Inter-State Milk Producers Association met in Massey, Md., Friday, January 20th. Report of proceedings of the Philadelphia Convention was read, and some producers problems discussed. E. T. Massey was elected chairman and A. W. Woodall, secretary-treasurer for the ensuing year.

#### DAYLIGHT SAVING

Early in February an ordinance was introduced in the Philadelphia City Council to regulate the so-called Daylight Saving time. It provides for the clocks to be put forward one hour on the first Sunday of June and turned back on the last Sunday in September.

It looks as if the people had not gotten enough of this fool daylight saving yet.

### PHILADELPHIA FARMERS AND DAIRYMEN'S SUPPLY CO. AND CHERRY-BASSETT COMPANY CONSOLIDATED

The trade in the eastern part of the United States will witness a very important expansion among their supply and machinery houses in the immediate future. A consolidation between several organizations has been effected which will have a very pronounced effect upon the majority of milk dealers or plant operators, ice cream manufacturers and dairy farmers whose activities are conducted in any of the eastern states.

The Cherry-Bassett Company, whose headquarters has been in Baltimore and who have operated a branch in Philadelphia for the past three years, are to combine with the Dairymen's Supply & Construction Company, who have been located at Pittsburgh. The Philadelphia Farmers & Dairymen's Supply Company of Philadelphia will also unite with these two organizations, the three forming a large new corporation to be called the Cherry-Bassett-Winner Company.

The progress of the milk industry is certainly accurately reflected in this expansion. Twelve years ago the Cherry-Bassett Company started business in Baltimore. This concern became well-known all over the south and east, developing their trade in the north later. They have maintained a large warehouse and general office in Baltimore and now operate a factory in that city. A branch of the same concern has been maintained in Philadelphia for the past few years.

The Dairymen's Supply & Construction Company have grown up in Pittsburgh in the short space of six years. Their success has been phenomenal. A year or so ago they moved into a large four-story store and warehouse, a building equipped with railroad siding, and at the same time situated in Pittsburgh's business district.

Cherry-Bassett-Winner Company's headquarters will be at 1918 Market St., Philadelphia, the present location of the Philadelphia Farmers & Dairymen's Supply Company. A very spacious four-story building located right on the edge of Philadelphia's central shopping district and with ideal shipping facilities is to be turned over to the new company. The Philadelphia Farmers & Dairymen's Supply Company have been doing business in Philadelphia for forty years, and their customers and friends are proportionately many. In fact the trade throughout Pennsylvania, New Jersey, New York and Delaware has for years looked upon the 19th and Market store as the place to get anything used in handling milk. This store, therefore, will continue to be a very busy and important headquarters. The establishments at Baltimore and Pittsburgh will not be changed or discontinued, but will act as important branches and shipping centers for the new company.

C. S. Bassett is to be general manager and H. T. Winner the general sales manager of the new corporation. The several organizations will be changed only slightly according to assurances from Mr. Winner. Speaking of the change he said, "Although a general surprise to every one, yet some such move should have occurred. The associated milk industries have grown tremendously during the past decade, helped considerably of course, by the sudden expansion and growth of the ice cream industry. These industries in my opinion are no longer local, but national; they rank in importance as some of the very highest of our country's industrial activities. To be cared for in

an adequate way necessitated a combined unified efficient organization or organization of sufficient breadth to handle the trade's machinery and supply business in every locality with the same degree of service.

This is what our new organization can do.

When telling about this important change, Mr. Bassett said among other things, "This new arrangement should be excellent from everybody's point of view. We will be large enough to purchase to better advantage than any concern in the east, and perhaps the entire country. We will have a splendid distributing system to our customers, since our branches will maintain just as large stocks as formerly when operating under the old names; we expect to stick closer than ever to my life long motto, 'Service'."

### THE WATER SUPPLY FOR DAIRY COWS

The watering of dairy cows has an important bearing on the production of milk at this season of the year. The old method of breaking the ice in the watering trough, in order that the cows may obtain a supply of water or the driving of the cows through snow covered fields to a supply of water, not only prevents them from drinking their required amount but also causes direct loss by unnecessary chilling and discomfort. This old-fashioned method is no longer being practiced by thoughtful dairymen.

A dairy cow analyzes about sixty per cent. water, and her milk contains eighty-seven per cent. The largest single ration of the dairy cow is water, and its supply is of first importance to efficient and economic production. The more milk a cow gives, the more water she consumes; and the supply of this element is an important part of the dairy equipment.

It has been found by many tests that the water supply of a cow giving a large flow of milk is nearly as essential as her ration. Not only does the digestion require a large amount of water, but the body is continually giving off moisture through the breath, skin, bowels and kidneys, requiring a continual supply to keep the animal in good health and in a vigorous producing condition.

Economical methods in dairying involve modern practices in watering the stock. One of the best methods is the keeping of water at moderate temperatures, looking toward the enactment or its best done by the introduction of a system of individual drinking cups or bowls in the dairy barn. It gives the animal an opportunity to drink whenever she desires and also prevents the spread of disease which may be transmitted through the water.

Another method, when the foregoing is not practicable, is the use of tank heaters in the barn yard troughs.

The modern dairy cow is getting to be very much of a machine, and one of wonderful construction at that. We have a great number of records of cows producing over one hundred pounds of milk per day. Think of the water requirement of such an animal.

See to it that your cows get all the water they want to drink and see to it that it is supplied to them at a moderate temperature if you want good results in your dairy practice.

**DRINK MILK  
EVERYBODY**

## GETTING SILO WISE

By BILL SPIVINS

(Continued from page 3)

noticed that our best farmers and breeders use the silo to the limit, not only for winter but also for summer feeding; and that reminds me that when a fellow can get a profit on two hundred dollars an acre land used as pasture, he will have to get better cows than mine, and they will certainly have to be crackjacks. I claim it can't be done especially in one of our average seasons. I have observed that when corn grows best, blue grass withers and dies; and if some of this good rich pasture land could be put into corn and that put in the silo, a whole lot more feed and profit could be obtained from the acre.

Silage is used not only for dairy cows but for all kinds of young stock, and for fattening cattle; in fact, about everything on the farm will eat it but the hired girl. Sam Jones claims he prefers it to dill pickles.

There is another thing I noticed about this silo business. Every once in awhile, in fact it is pretty near twice in awhile, some darn thing goes wrong with the crop. We have a hot wind that cuts down the yield, or it gets so blamed dry it does not fill, or we have a hail which just about rips it to pieces, or a patch gets drowned out and we have to put in a late crop which gets caught with the frost, or if we are a little late in planting an early September frost will put it out of commission. The fellow with the silo is always prepared to save whatever he grows and then to turn it into a high-priced product that can be marketed for cash as cream or beef. I figure that down in this country with the average corn crop, at least one-half is in the stalk and leaves. This is the average, taking one season with another. If a fellow can tell that he can afford to grow this crop and throw half of it away, I certainly can say to him that he is fortunate. If he can save the whole crop I figure he can be sure of a profit.

Yes, I have made up my mind, and you can put me in the silo class. I will have my watch tower right up above the barn as soon as I can get it there. When the neighbors go by they will remark that Spivins is prospering; they always figured that he was a pretty smart fellow and sooner or later would show evidence of it; nothing can keep a good fellow down, and it will be only a few years before he will be buying up some of these surrounding farms. The county agent has been calling on him lately, and they claim he has been figuring on going into pure bred stock.

Yes, Bill Spivins has got silo wise. He is going to run his farm so as to make the most out of it and at the same time build up the place so that when he gets through he can sell it for the top price; or if he has a boy who wants to go on with it, he will leave him the richest farm in the neighborhood. The silo is just as essential as the cow; for unless you can feed a cow well and with profit, you're better off without her. The silo will feed a cow with profit, and that is enough. What's the use of trying to prove things after they are already proven.

### The Threat

Overheard—"Yus! an' I says to 'im: 'You shove any more water in my milk an' I'll take it down ter town 'All an' 'ave it paralyzed by the local Anarchist.'"

—Pearson's Weekly (London)

## BREEDERS AND DAIRYMEN'S ASSOCIATION

### Resolution Against Filled Milk Adopted

The Pennsylvania Breeders and Dairymen's Association carried out a two-days program at the Overland Harrisburg Bldg. in Harrisburg, Pa., on Wednesday, January 25, which was designated Meat Producers Day, and Thursday, January 26, which was Dairymen's Day.

One of the features of Meat Producers Day was the demonstration in judging swine which was most interesting and largely attended. The afternoon session was given over to addresses.

Dairymen's Day opened with the showing of dairy motion pictures, under the auspices of the Pennsylvania State Dairy Council. R. W. Balderston secretary of the Inter-State Dairy Council outlined the educational and publicity work of the council in this territory, particularly in connection with its clean milk program.

Harry Hayward, of the N. W. Ayer Co., advertising agents, Philadelphia, Pa., followed with an address on "Milk Legislation" in which he grouped such legislation under four different heads. First: For the prevention of fraud and adulteration; second: For the protection of health; third: class legislation, and fourth: legislation controlling the marketing situation. R. W. Balderston, secretary of the Inter-State Milk Producers Association outlined the so-called filled milk legislation, both state and national and urged every dairyman to rally to the support of such legislation.

### Voigt Bill Approved

The following resolution was then offered and after discussion, was unanimously adopted.

Whereas, the traffic in coconut oil and skimmed milk compounds, commonly known as filled milk, has been shown to be a fraud on the consuming public, to endanger the public health and a menace to the dairy industry, therefore

Be it resolved, that the Pennsylvania State Breeders and Dairymen's Association endorses all legislation, state and national, that will prohibit the manufacture and sale of such compounds and that today we particularly urge the passage of the Voigt Bill H. R. 8086, now pending the United States House of Representatives.

The world's dairy outlook was presented in an interesting address by Mr. A. W. Hoffman of the Dairy Division, United States Department of Agriculture. Addresses were also made by A. A. Borland, State College, Pa., on "The Present Feed Situation"; L. P. Satterthwaite, Newtown, Pa., "My Dairy Cattle Business."

The annual election of officers to serve in 1922 followed with the re-election of the following officers: President, E. S. Bayard, Pittsburgh, Pa.; First Vice President, M. T. Phillips, Pomeroy, Pa.; Second Vice President, C. J. Marshall, Philadelphia; Secretary, H. H. Haver, State College, Pa.; Treasurer, R. L. Munce, Washington, Pa.

### NEW JERSEY FILLED MILK BILL

A new bill, Assembly No. 14, prohibiting the manufacture and sale of filled milk has been introduced in the New Jersey Legislature.

Write your Assemblyman and Senator to support this bill.

## DAIRYMEN LIMITED TIME OFFER On essential supplies—recommended by leading dairy authorities for Sanitary Dairying



Gong Pail &  
Can Brush  
Each - .35c - Doz. - \$3.50

Buy Now  
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Complete set for \$8.40  
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## PHILADELPHIA FARMERS AND DAIRYMEN'S SUPPLY COMPANY

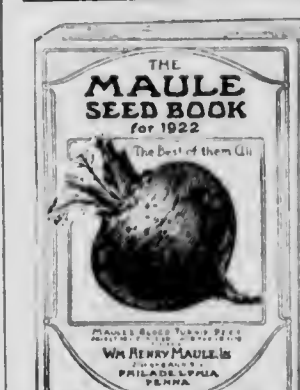
SUCCEEDED BY

## Cherry-Bassett-Winner Company

**Note:** The new company has large stores at Pittsburgh and Baltimore, where generous stocks are carried. Adding these two establishments to the large 4-story Philadelphia Store and Warehouse makes the Cherry-Bassett-Winner Co. the largest concern of its kind in the east.

You can obtain from us *anything* required in any phase of milk production, from cattle instruments or milk cans to pasteurizers and pumps.

Come in to see us 1918 Market St., Next to Stanley Theatre



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today for  
your copy of  
this wonder-  
ful 176 page  
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Complete information about all vegetable and  
flower seeds (many new varieties), plants,  
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Quality Service Satisfaction  
Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer. Write for booklet and further information.

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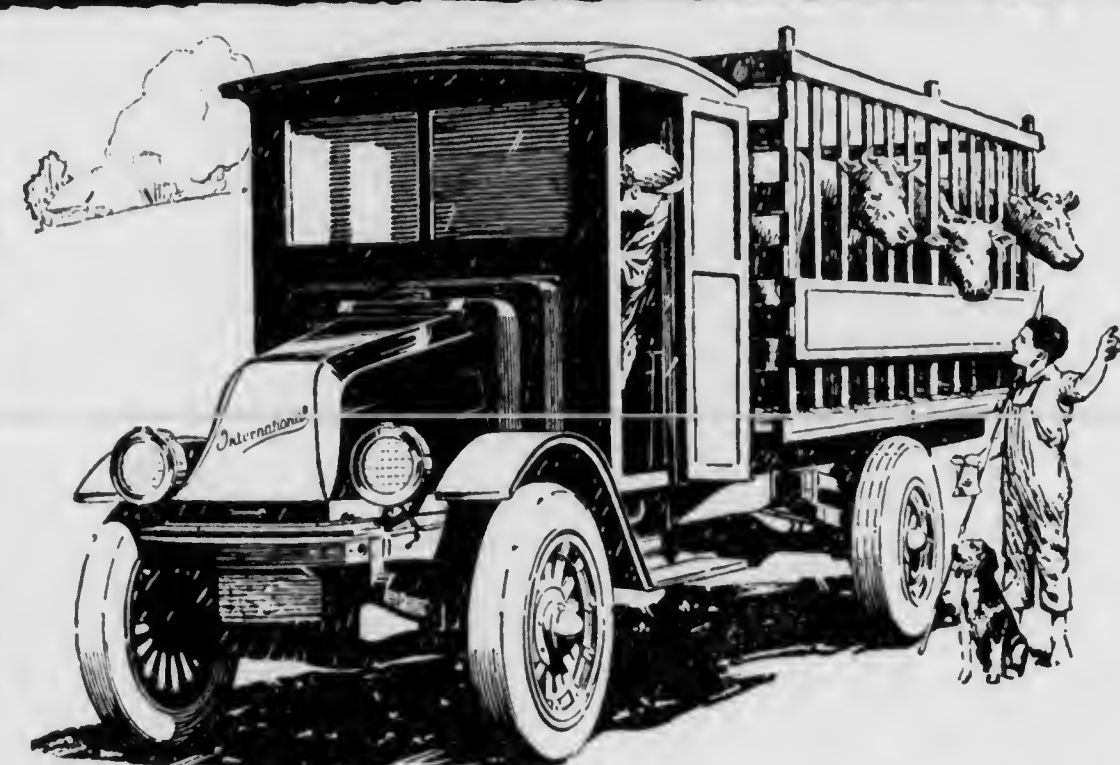
SUPPLY BETTER MILK

Quickly, easily, cheaply aerate and cool milk in one operation. Save Money. **GENUINE IMPROVED CHAMPION** halts germ growth—removes animal and feed odors—saves time—easy to clean. If your dealer cannot supply you, write for Free Folder.

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## TRANSPORTATION

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The products of your farm and dairy would be worth little without transportation to market them. Farmers have been quick to realize this fact as they are the largest class of buyers of motor trucks in the country. International Motor Trucks have led in being the most practical and economical for all kinds of transportation.

Farming Implements and Tractors

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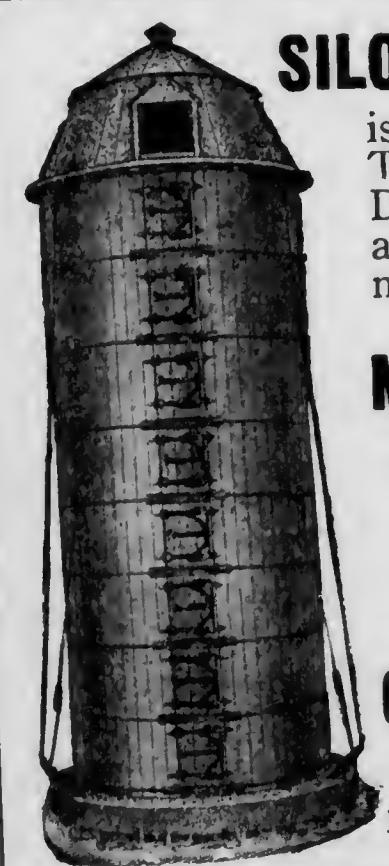
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## SILO BUYING SEASON

is now at hand. The old reliable TECK-TONIUS SILO, one-length stave, Hinged Door, Spring Equipped Hoop Connections and our DARBY SILO, the best for the least money, are ready for you.

## Milk Cooling Tanks

Water Tanks, Troughs and Cedar Chests, are offered direct to you.

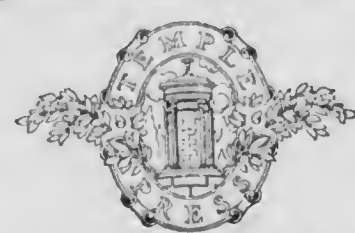
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LET US  
DESIGN  
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PRINTER

BELL PHONE No. 1 WEST CHESTER, PA.

An item from the New York State College of Agriculture states that "The Richville Cow Testing Association of St. Lawrence county disposed of eleven cows to drovers in one month. The price received didn't pay for the amounts they

had lost to their owners, but it was a profitable transaction."

That cow testing associations are doing a good work is shown by the reports which are printed each month in the Milk Producers Review.

## THE COUNTY FARM PRODUCTS SHOWS

The Inter-State Dairy Council, co-operating with the Inter-State Milk Producers Association had a booth and exhibit at each of the Farm Products Shows of Delaware, Montgomery and Chester counties. These efforts have proved an excellent means of getting into contact with many milk producers as well as consumers of milk. The most prominent part of these exhibits was the weighing and measuring of children, bringing many inquiries from mothers relative to the feeding of their children.

### Delaware County Show

The Delaware County Show was held in the Armory at Media, Pa. Here the weighing and measuring of children was in charge of Mrs. B. F. Hurlish. Approximately 150 children were weighed and measured.

On one evening of the show, milk production and consumption was the topic of discussion.

R. W. Balderston spoke briefly on the work of the Inter-State Dairy Council with special mention of the activities in the schools. C. I. Colice and Charles Detwiler showed several reels of Dairy Council films which proved highly interesting.

The farm products exhibits were very attractive and of a varied nature. The corn exhibits shown in the selection and breeding. The individual Grange exhibits were well arranged and favorably commented on.

### Montgomery County Show

At this show the nutrition work was in charge of Miss Deborah Braun. Nearly six hundred children were weighed and measured during the four days of this show. This feature has resulted in the starting of nutrition work in the Norris-town schools.

The attendance was very good during the whole period of the show, reaching the high point on the last day, when more than 1350 paid admissions were recorded.

### Chester County Show

The Chester County Show was held in the Armory Building in West Chester, Pa., with Miss Braun in charge of the weighing and measuring of the children.

This was the first Farm Products Show for Chester county. Previous shows have been confined to corn exhibits, but the need for a more general show was felt by those directly connected with the project. The fact that the exhibits filled both the main auditorium and the basement of the building indicates that it was a show worth while and would have been a credit to any county.

## STATE COLLEGE HOLSTEIN COW MAKES RECORD

Keystone DeKol Pietertje Beets, 448,379 owned by the Pennsylvania State College has recently completed a very creditable record as a senior two year old Holstein cow. She now stands fourth in her class in the state with 16,182.6 pounds of milk and 562.42 pounds of butterfat equivalent to 674.9 pounds of butter. She displaces Vinita Ophelia Belle Segis, 318,005, with 16,284.2 pounds of milk and 667.2 pounds of butter, owned by E. L. Hotchkiss, of Eimboro, Pennsylvania.

Keystone DeKol Pietertje Beets is one of twenty-three Holstein cows which are a part of the college dairy herd. Eleven of these at an average age of Junior four year olds have produced 16,779 pounds of milk and 567 pounds of butterfat equivalent to 670 pounds of butter.

## PENNSYLVANIA'S FARM BUTTER WORTH ALMOST SIXTEEN MILLIONS LAST YEAR

Butter churned on the farms of Pennsylvania during 1921 was sold for almost sixteen million dollars, according to a report just issued by the Bureau of Statistics of the Pennsylvania Department of Agriculture. During the year there were 36,011,500 pounds of butter made on the farms and this was sold for an average price of 44 cents per pound, or a total value of \$15,831,458.46.

The above figures are exclusive of the cream sold by farmers of the state and made into butter in the scores of creameries.

York county leads the list, both in the amount of butter produced and the total amount received for the product while Lancaster county is a close second.

York, Lancaster, Armstrong, Bedford, Butler, Erie, Indiana, Mercer, Somerset, Washington and Westmoreland counties each produce more than a million pounds of butter during the year.

## "EFFICIENT MARKETING FOR AGRICULTURE"

A very interesting and readable book entitled Efficient Marketing for Agriculture, its services, methods and agencies, by Theodore Macklin, Ph.D., Professor of Agriculture Economics in the University of Wisconsin, has come to us from the press of the MacMillan Company, New York City. The volume which is bound in cloth, 418 pages, covers in a comprehensible manner many of the problems of interest in connection with the marketing of agricultural products.

More people are endeavoring to understand marketing than ever before. The author states that farmers and consumers as well as middlemen whether employed co-operatively, privately or publicly, are all performing some of these services, and the question of fair compensation is ever before the public. The problem of marketing, however, is not likely to be solved until the people generally realize the necessity not only of having necessary services performed, but of having them performed by the most efficient methods and by agencies that in functioning take the minimum share of the consumers dollar. The subject is treated from the point of view of the common interests of farmers, consumers and middlemen. The general subject is treated in XIX chapters, profusely illustrated and with an extended use of tables and graphic charts. The MacMillan Company, 64-66 Fifth Ave., New York City is the publisher.

## COW TESTING ARGUMENT

The farmer in selling feeds to dairy cows, has a wide choice of markets, bad, good, and very good. Few men discriminate closely enough between these markets. If a wheat buyer offers a cent or two a bushel more than other buyers he gets our wheat; if a wool buyer offers a half cent a pound more for our wool we sell our wool to him; but if one cow returns \$3 from a dollar's worth of feed, and another only \$2 we scarcely notice it at all. Here we have a difference of \$1 every time each of these two cows consumes a dollar's worth of feed, and, frequently, within a year, this difference is great enough to buy a \$100 Victory Bond. We believe much more attention would be given to a choice of cows if we would think of them as markets for our labor, and for corn silage, concentrates and clover hay. Here is one place where the farmer has the market largely under his control.

## WHY JOIN A TESTING ASSOCIATION

By A. J. Cramer

(Continued from page 2)

Bros., Monticello, Wisconsin, was recently sold at private sale for \$1,750. As a three-year-old and before any record was made, this animal was offered for \$250. Today she has a four-year-old record of 14,447 lbs. of milk and 446.9 pounds of fat. She has also completed a seven day record of 20.58 pounds of 20.58 pounds fat from 757 lbs. milk. This is the banner milk record in Green county. Is it worth your time to clear \$1,700 on a \$250 investment?

The Melvin Thompson pure bred Holstein herd developed in the Barneveld Cow Testing Association, was recently sold at auction and averaged \$302 on 40 head. This included ten heifer calves, nine yearlings and six bulls. Three of the cows brought over \$800 each. The grade cows sold for \$125, which was more than twice as much as the average price brought at a sale of untested cows sold in Iowa county a few days previous to this sale.

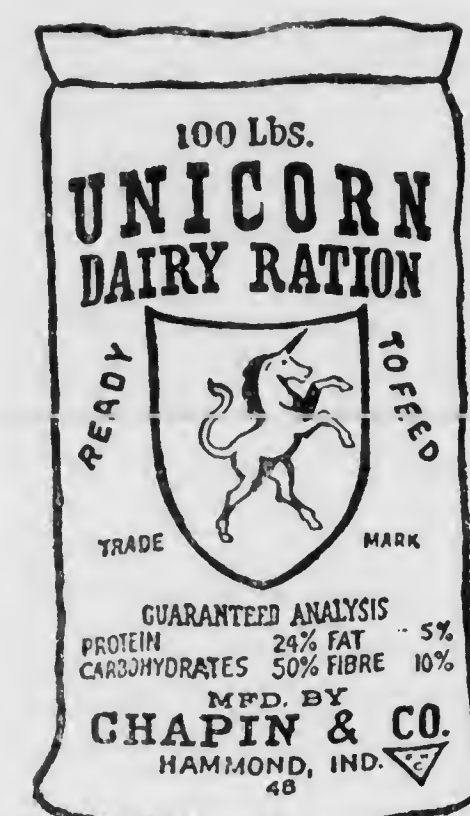
The dairyman who does not keep production uppermost in mind, cannot make the greatest success, we find that the animals which have creditable cow testing association records are the ones buyers clamor for. When a man buys cows for his future herd, he is willing to pay a substantial premium for a known production. It is for this reason, together with the fact that authenticated production records encourage careful selection and better feeding and management that Advanced Registry and Cow Testing Association records have become so popular among progressive dairymen. It was for these reasons that the Register of Production, which requires that a cow produce 365 pounds or more of fat in one year, was established as a part of the cow testing association work in Wisconsin.

The rules require that a cow complete a year's record in a regularly organized Wisconsin cow testing association. An entry fee of \$1.00 is required upon application for registry and a certificate is received to return for having made an authenticated record in a cow testing association.

The Wisconsin R. O. P. was established.

1. To secure better breeding, better feeding methods and better care for Wisconsin dairy cows.
2. To emphasize the necessity of judging a bull according to the work of his daughters.
3. To increase the purchase and sale of cows on the basis of yearly production and of calves and bulls.
4. To establish recognized yearly records for pure bred and grade cows when these cows would otherwise be without records.

Mr. J. J. McDowell, of the U. S. Dairy Division said, "The dairyman who doesn't know what his cows are doing is the man who loses out in the dairy business. He selects by guess, he feeds by guess, he breeds by guess and he is continually guessing as to how he is ever going to pay his debts. He flounders along in darkness when he might have light. He is like the ostrich that buries its head in the sand and fears no danger. Finally when such a man loses, he blames the soil, the climate, or the cows when in reality he has only himself to blame." Again, the cow testing association record is not of much consequence to the dairyman who continues dairying



Main Office:  
327 S. La Salle Street  
Chicago, Ill.

## Pride and Profit

Every good dairyman and breeder has a real pride in his cattle; in his ability to make enviable records with his cows.

This pride is the constructive force that increases production and adds to the profits of the dairy farmer.

UNICORN DAIRY RATION has justified many an owner's pride in his herd by bringing out larger and more profitable milk yields or in making possible more notable A. R. records.

Its use increases the value of every animal in your herd.

Feeding Unicorn will add to your pride and help you realize a well-deserved profit.

**More Milk Every Day, For More Days**

**CHAPIN & COMPANY**

New England Office:  
131 State Street  
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## GLOBE SILOS

GLOBE SILOS are the choice of Dairymen and Stockmen who investigate before buying. They insure full silage capacity because the extension roof has nearly straight sides. They have continuous opening adjustable door-fronts. The door fasteners make a convenient ladder. They are built to stay and keep silage because the stave joints have six points of support, making the Silos absolutely air tight.

Prices for Globe Silos have been reduced to the 1917 basis. Write for the Globe catalog, and ask about special discount offered for early orders.

GLOBE SILO CO 1-11 Willow St., Sidney, N.Y.

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THE NAME TO GO BY—WHEN YOU GO TO BUY  
PAINTS AND VARNISHES

Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

## Chester County Farms

Successful Farming . . . . .	Production . . . . .	Minimum Cost . . . . .	Soil Easily Tilled
		Maximum Yields . . . . .	Proper Management
		World's Best . . . . .	Fertile Soil
		Accessibility . . . . .	Proper Rainfall
			Consumption
			Good Prices
			Good Roads
			Short Mileage

Is your farming business bred along these lines? If not let's get together and talk the matter over. Chester and Delaware County Farms are well bred.

**Kennett Realty Company**  
Kennett Square, Penna.

## FOR SALE

Fancy Chester Whites, Service Boars, Brood Sows. Eight-week old Pigs. S. C. Buff Leghorn Hatching Eggs. Fine Stock.  
**John C. Sutton Blacks, Md.**

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**Live Stock Auctioneer**  
WYCOMBE, BUCKS CO., PA.  
Sales Anywhere—Anytime

Total cost, freight, commission, and man going with car. . . . .	475.47
Gain on carload. . . . .	267.45
Gain per head, average 229. . . . .	1.23
Net income per 100 pounds. . . . .	11.53



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Foundation  
Stock

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"THE COUNTY THAT COUNTS"

## Guernseys

### May-Rose Breeding

#### HERD SIRES

#### LANGWATER HERO No. 39634

Son of Langwater Heroine, A. R. record, 16221.1 lbs. milk, 805.64 lbs. fat in Class D.

#### LANGWATER ROYAL 25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

**M. M. Hollingsworth & Son**  
Landenberg, Pa.

ACCREDITED HERD

## Guernseys

### Maple Shade Farms

#### 60 Registered Guernseys

The cows that give the high priced milk

Federal Accredited Herd No. 8430

#### HERD SIRES

#### Laverna's Ultra May King 24660 A. R.

#### Gerar Pearl's Royal 58411

His six full sisters have eight A. R. records averaging 14371.4 lbs. milk 704.96 lbs. butter fat but two of which were made as aged cows.

**M. T. PHILLIPS**  
Pomeroy, Pa.

## Holsteins

### Towns End Farms

OFFER A YOUNG HERD  
Consisting of five to ten well bred heifers sired by

#### Prince Segis Fayne Pietertji 6th

and mostly out of A. R. O. dams  
The bull, just a year old, is

#### KING ECHO SYLVIA DE KOL

His dam has just made 24 lbs. and his sire is a 30 lb. brother of Carnation King Sylvia, the \$106,000 bull.

Here is a real bargain and a good start for some breeder.

**E. P. Allinson**  
WEST CHESTER, PA.

ACCREDITED HERD



### Crystal Farm Herd

Made the largest yearly average in the

West Chester  
Cow Testing Association

#### WINTERTHUR JOHANNA PRILLY SEGIS 206498

Won Senior and Grand Champion for two years at the West Chester Fair. His daughters show great individuality and production.

It Pays to Breed to Him.

#### FOR SALE

Four cows bred to this bull.  
Four heifers bred to this bull.  
Four of his daughters not bred.

**Charles J. Garrett**  
West Chester, Pa.  
FEDERAL SUPERVISION

## Jerseys

### BULLS

#### A Few Choice Heifers

from

#### A. R. O. Cows

sired by

#### Financial Satin Noble

\$100 and Up

80 to Pick From

**HIGHLAND FARMS**  
West Chester, Pa.

ACCREDITED HERD

## Jerseys

### Financial Sensation 153793

"The Best Bred Bull in  
the World"

Heads the Herd at

#### Greystone Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

## Ayrshires

### Ayrshires CONSTITUTION QUANTITY CONFORMATION QUALITY

Breeders of Bloomer's Queen, 4-yr.-old, 21820 lbs. milk, 1005 lbs. butter.

We sold 12 heifers in 1920 which averaged 12178 lbs. milk with first calf.

The Champion Jr., 3 yrs. old, who produced 16448 lbs. milk, 650 lbs. fat.

We offer 10 cows, 20 heifers and bulls which will increase the production of milk and fat.

FARMERS PRICES

**James Deubler's Sons**  
Berwyn, Pa.

ACCREDITED HERD

## Ayrshires

### Westtown School Farm

WESTTOWN, PA.

Our herd is headed by two splendid young bulls.

#### PENSHURST SANDY

Prize winner at National Dairy Show 1921. A son of Netherton Statesman Imported and grandson of The Champion of Scotland Brae Rising Sun.

#### BARON'S ITHAM OF WESTTOWN

Son of Baron's Best of Bargenoch Imported, one of the ten highest producing bulls of the breed.

#### FOR SALE

Grandsons of Baron's Best of Bargenoch Imported from high producing officially tested cows.

Federal Tuberculin Tested

### THE CALDER BILL Viscious Legislation

A bill has been introduced in the United States Senate by Senator Calder, of New York, which needs the attention of all interested in agriculture. This bill, if passed, would have a far reaching effect upon the shipment of seeds, feeds, fertilizer, etc. It would also nullify existing and proposed legislation by states to prohibit the sale, within their boundaries of such compounds as are made from skimmed milk and vegetable oils.

The bill which is known as Senate Bill 1887, provides in part that no law of any state, city or municipality, relating to the adulteration or misbranding of foods, drugs or medicine or regulating the branding thereof shall apply to or interfere with the sale of any foods, drugs or medicines, in package form, which have been transported in interstate commerce and have therefore become subject to the provisions of the Food and Drug Act (June 30, 1906) and which are not as now amended or as the same may be hereafter amended, adulterated or misbranded within the meaning of the act as long as said articles remain in package form and not adulterated as aforesaid. The words "in package form" shall be held to include the individual package in which or from which the articles are sold to the ultimate consumer.

John D. Miller, vice president and general counsel of the Dairyman's League, Inc., Utica, New York, says:

"This bill, if constitutional, is far-reaching in its effects. It takes from every state, city and municipality the power to supervise and regulate the sale of adulterated and misbranded foods, drugs and medicines, in all cases where such commodities have been at any time transported in interstate commerce and thereby become subject to the Federal Food and Drugs Act so long as such articles remain in package form and not adulterated (as adulterations is defined in such Act) and are labeled as when so transported.

"To deprive state and local authorities of the power to protect their citizens against the sale of products that have deteriorated long after shipment or those know to be unwholesome although not adulterated or misbranded within the purview of the Federal Act is to use the power of Congress to paralyze state, city and local health authorities.

"Farmers have a two-fold interest in this important matter. As consumers, they with all others should be protected against the use of bogus and imitation foods, while as producers, their genuine products must compete with such inferior ones, the enlarged sale of which will follow the enactment of this bill into law.

A. L. Sullivan, State Food and Drug Commissioner of Maryland, states as follows, in connection with the proposed bill:

"Our present laws prevent the sale of filled milk in the State of Maryland. However, if the so-called Calder Bill should pass, the Federal Food and Drugs Act would be so modified that products labeled in compliance with the Federal Food and Drugs Act can be sold in any state without further restriction. A number of state officials have registered their protest against this bill."

Every dairyman, every farmer in the Philadelphia Milk Shed should protest strongly against the passage of the Calder or Senate Bill 1887. Write your Senators and Congressmen at once, protesting vigorously against this bill.

### NATIONAL DAIRY UNION FAVORS FILLED MILK LEGISLATION

The National Dairy Union, at its annual meeting, held in Chicago, Ill., early in January, adopted a strong resolution, as follows, against the sale of filled milk.

"Whereas, the practice of compounding comparatively cheap vegetable fats with dairy products for the purpose of selling these cheap fats to the public in place of butterfat, has recently taken on new life in the so-called filled milk industry, and

"Whereas, filled milk has now grown to the point that it is dangerous to the welfare of the dairy farmers and the dairy industry as oleomargarine, and

"Whereas, both oleomargarine and filled milk are dangerous frauds on the public in that both are efforts to disguise a cheap and inferior imitation of butterfat as butterfat, so it can be sold in place of butterfat at or near, butterfat prices, and such fraud on the public deserves strong condemnation and every possible legal control and restraint; there, be it

"Resolved, That The National Dairy Union asks Congress for legislation which will protect the public and the dairy farmer from the fraudulent manufacture and sale of filled milk."

### BUTTER MAKING EXTENSION WORK

Some interesting facts in connection with extension work in farm butter which has been conducted recently in Bradford county, Pa., have developed.

This county produced six out of the eleven competitors at the Pennsylvania State Farm Products Show at Harrisburg, and won first and third prizes.

The average score has been raised three per cent, and these farm butters now command a premium of 10 cents a pound over the general market.

This better butter campaign has been under the direction of county agent P. G. Crossman, Smithport, Pa.



### THE PENNSYLVANIA FEDERATION OF HOLSTEIN FREISIAN CLUBS

The Pennsylvania Breeders and Dairy-stein Fresian Clubs held important sessions during the Farm Show. On Wednesday evening the annual banquet was held at the Penn-Harris Hotel.

To quote a farmer participant: "But one thing was lacking at the banquet. They had all they wanted to eat, excellent speaking, but a dairy farmers banquet, a dairy cow breeders banquet and no milk served at the table, no, not even cream for your coffee. Advertising ought to begin at home."

The election of officers resulted as follows: John A. Bell, Jr., Cornopolis, Pa., was re-elected president and C. E. Bennett, Wellsboro, Pa., vice president. Other officers elected included Hugh Jones, Montrose, Pa., secretary; F. C. Brinton, West Chester, treasurer; Ivo V. Otto, Carlisle, Pa., H. C. Reinhold, East Petersburg, D. L. M. Thompson, Monroeville, W. B. Devany, Malvern, James M. Paxton, Houston, and N. A. Terpening, Edinboro, Pa., directors.

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Unadilla Silos can now be purchased at prices that prevailed five years ago. Less milk, hay, feed or potatoes are required to buy a Unadilla than ever before.

You will find the old reliable quality, labor-saving devices, and safety features of construction in the 1922 Unadilla as in those that have made Unadillas the leaders of Silos.

Decide to purchase your Unadilla early this year, for there's an extra discount for early orders.

Write at once for particulars regarding the extra discount, and ask for the free catalog describing Unadilla Silos in detail.

### UNADILLA SILO COMPANY

Box D Unadilla, New York, or Des Moines, Iowa



### Tastes good - is good!

#### Palatability!

Tastiness in dairy-feeds may be secured in two ways. By the careful mixing of clean, nutritious, selected ground grains, blending their natural flavors into a normally sweet and appetizing ration. Or, by mixing with ordinary ground grain a quantity of molasses or sweetened water, creating a false appetite for inferior grain.

Union Grains contains no molasses. It is not artificially sweet. Its sweetness and flavor are due entirely to the clean, fresh ingredients it contains. Cows like it naturally. Because they enjoy it they digest Union Grains easily, thus producing a heavy, natural milk-flow.

1. UNION GRAINS is palatable.
2. UNION GRAINS is safe to feed.
3. UNION GRAINS is strong in digestible protein.
4. UNION GRAINS is low in fibre content.
5. UNION GRAINS is low in moisture.
6. UNION GRAINS is light and bulky—highly digestible.

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(7 Miles from Philadelphia)

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(Pronounced THERA-PO-GEN)

### The Wonderful Antiseptic Remedy for Abortion—Calf Scour

COOPERSBURG, PA., July 31, 1915.  
"Therapogen, by far the best remedy for all kinds of skin eruptions that we have ever had, and for spraying out cows after calving it's worth its weight in gold."  
T. S. COOPER & SONS.

Therapogen is used by the Agricultural Experiment Stations, Government Departments of Animal Industry, and most of the Agricultural Colleges and Veterinary Schools

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Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

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Dr. Lee H. P. Maynard, Milk Expert H. C. Campbell, B.S., M.D., Ph.G., Chemist  
Dr. H. S. Johnson, Bacteriologist Ralph Fort, Assistant  
Branches at Washington, D.C. Pittsburgh, Pa. Baltimore, Md. St. Louis, Mo.

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### Dr. Conn's Cattle Minerals and Uterine Capsules

Abortion usually occurs at the time of the largest foetus growth or at from 5 to 7 months. Dr. Conn's Cattle Minerals supply the lacking minerals and insure the health of cow and calf and a greater milk flow.  
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Dr. Conn's Uterine Capsules, box of 12, postpaid \$3.00  
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TWO DOUBLE UNITS  
Discontinuing Dairy  
S. BLAINE LEHMAN  
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Young Stock of either Sex  
Always for Sale  
Herd Under Federal Inspection  
Free from Disease

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## COW TESTING ASSOCIATIONS

### YORK VALLEY COW TESTING ASSOCIATION

S. G. Grove, Tester

During the month of December, 1921, 24 herds including 256 cows were on test in the York Valley Cow Testing Association. Of this number 47 produced over 40 lbs. fat and 55 over 1000 lbs. of milk, while 16 produced over 50 lbs. of butterfat and 27 over 1200 lbs. of milk. The highest single record was that of Lady, owned by J. A. Poorbaugh, York, R. D. 3, which produced 2000 lbs. of milk and 82 lbs. of butterfat.

The ten highest cows in production of butterfat were as follows.

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
J. A. Poorbaugh	Lady	G. H.	2000	4.1	82.0
C. Allen May	Spot	G. G.	1603	4.5	72.1
Henderson & Dummer	3	G. H.	1404	4.5	63.2
H. E. Robertson	Maida	R. H.	2173	2.8	60.8
J. R. Arnold	Flossy	G. H.	1325	5.1	54.7
J. J. Hamme	Brownie	G. G.	1073	3.8	54.6
H. E. Robertson	Burke	R. H.	1507	3.6	53.3
C. Allen May	Pauline	G. G.	955	5.4	51.6
C. Allen May	Palatka	G. G.	1283	4.0	51.3
A. C. Kohr	Violet	R. Ayr.			

### THE PROVIDENCE COW TESTING ASSOCIATION

Cecil County, Maryland

Howard H. Mehlmann, Tester

The ten highest cows in production of butterfat were as follows.

Owner	Belle Netherland	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Hess & Bro.	Pontiac	P. B. H.	1760.8	3.6	63.39
Edward Moore	Name of Cow	G. H.	957.9	5.8	55.56
Harvey Anderson	No. 14	G. H.	1010.6	5.1	51.54
Eugene Feucht & Son	Belle Pietertje	P. B. H.	1404.3	3.6	50.55
Harvey Anderson	No. 7	G. J.	1007.5	5.0	50.38
Irwin Dayett	Maid	P. B. H.	1379.5	3.6	49.66
Young & Beadenkopp	No. 15	G. G.	970.3	5.1	49.49
Irwin Dayett	Jersey	P. B. H.	1410.5	3.5	49.37
Mackey & Bros.	No. 1	G. G.	1159.4	4.2	48.69
Eugene Feucht & Son	Lilly	P. B. H.	1314.4	3.7	48.63

### CHESTER COUNTY COW TESTING ASSOCIATIONS

The three cow testing associations in active operation in Chester county during December tested 1927 cows. In addition, 166 cows were dry making a total of 1493 cows in the associations. During December 115 cows ran over 40 lbs. of fat; 38 over 50 lbs. fat; 164 over 1000 lbs. milk and 79 over 1200 lbs. milk.

The ten highest cows in production of butterfat were as follows.

Owner	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Gilbert Smedley	R. Holstein	2359	4.2	99
Walter Milvaine	Holstein	2055	4.0	82.2
Walter Milvaine	G. Holstein	2154	3.7	79.6
Walter Milvaine	G. Holstein	2207	3.5	77.2
Charles L. Fuete	R. Holstein	2199	3.4	74.7
Rowland Evans & Son	Holstein	2216	3.2	73.1
Walter Milvaine	R. Holstein	2253	3.2	72.0
Stephen Trimble	G. Holstein	1941	3.7	71.8
Westtown School	R. Ayrshire	2087	3.3	67.2
Hogland Gates	R. Jersey	1067	6.2	66.1

A new member of the Uplands Association fed a ration balanced by the tester. The ration cost 10 cents per cow, more than the one he had used. The increase during the month on the same cows advancing in their lactation period was 2000 lbs. The net return was easily \$36.00 or enough to pay his association fees during the year.

### SOUTHERN YORK COUNTY COW TESTING ASSOCIATION

Wm. M. Klinedinst, Tester

During December, 1921, 23 herds including 285 cows were on test in the Southern York County Cow Testing Association. Of this number 31 produced over 40 lbs. of fat and 35 produced over 1000 lbs. milk, while 12 produced over 50 lbs. fat and 13 over 1200 lbs. of milk. The highest herd average was that of Stewart Bros., 13 over 1200 lbs. of milk. The highest single record was that of Eliza Jane, owned by John S. Murphy, Woodbine, Pa., which produced 1705 lbs. milk and 71.6 lbs. fat.

The ten highest cows in production of butterfat were as follows.

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
John S. Murphy	Eliza Jane	G. H.	1705	4.2	71.6
Dale Kilgore	Mary	G. H.	1376	4.2	57.8
John S. Murphy	Lady	G. H.	1119	5.1	57.1
D. R. Posey	No. 4	Mixed	1066	5.3	56.5
D. W. Bay & Son	Beauty	G. J.	1020	5.5	56.1
D. W. Bay & Son	Brintle	Mixed	1020	5.5	56.1
Dale Kilgore	Blackie	G. J.	989	5.5	54.4
D. W. Bay & Son	Old Burkins	G. H.	825	6.5	53.6
J. H. Wilson	Spot	Mixed	1215	4.3	52.2
D. R. Posey	No. 8	Mixed			

### CUMBERLAND COUNTY ASSOCIATION

A. A. Raudabaugh, Tester

The Cumberland County Cow Testing Association embraced 26 herds with 263 cows in milk and 60 dry. Seven cows are on official test. One unprofitable cow was sold. Fifty-four cows produced over 40 and 22 over 50 lbs. fat. Number of cows producing over 1000 lbs. milk, 77; over 1200 lbs., 53.

The ten highest cows in production of butterfat were as follows.

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
E. C. Ludt	Blucy	G. H.	1900	5.0	95.0
Ivo. V. Otto	Priscilla	R. H.	2440	3.4	88.1
Albert Thomas	Miller	R. H.	2213	3.55	78.6
Ivo. V. Otto	Ormsby	R. H.	2326	3.37	78.4
J. B. Meisel	Ada	R. H.	2437	3.22	78.2
J. W. Miller	Fritz	R. H.	2278	3.00	68.3
Ivo. V. Otto	Julia	R. H.	2306	2.84	68.0
Ivo. V. Otto	Moonie	R. H.	1996	3.40	67.9
Ivo. V. Otto	Flossie	R. H.	1916	3.80	68.2
G. L. Strock	Princess	R. H.			



A battery recharged here is one charged properly—for it is constantly under competent observation when it is "on the line" and exacting care is taken to prevent overcharging or any other injury.

Your battery lasts longest when we handle it.

OUR SERVICE is unbiased and dependable.

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#### Monarch Dairy Sterilizer \$2.00 PER GALLON

If your dealer does not carry Monarch, we will ship direct Express Prepaid.

A powerful Germicide and Disinfectant—Phenol coefficient 10 plus—Absolutely non-poisonous.

Bring the upkeep of your Milker Down

Write for 3-oz. sample bottle of Monarch, enough for 7 milkings.

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### KELLY DUPLEX Grinder and Roughage Mill

Converts your low price grain into high grade dairy feed.

The mill with the duplex plates, that means greater capacity with less power.

Write for catalog and new, low price.

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## No More Abortion in Cows

Many readers are writing us letters just like the following by Mr. Phil Wynkoop, a well known breeder of Chemung, N.Y. He says:

"Gentlemen:—For the enclosed five dollars please send me the Abortion Remedy and Breeding Powder. Have had splendid success with your Remedies. No more abortion.

Very respectfully yours,  
Phil Wynkoop."

What Hood Farm Abortion Remedy and Hood Farm Breeding Powder have done for others they will do for you. Order today and begin cleaning abortion out of your herd.

PRICES: Abortion Remedy, prepaid, \$1.25, \$2.75 and \$9. Breeding Powder, prepaid, \$1.15, \$2.75 and \$5. Injection Tube, by mail, 90 cents. One medium Breeding Powder, one medium Abortion Remedy, one Tube, prepaid, \$5.75. Mention this paper.

Mail all orders for Hood Farm Remedies direct to

C. I. HOOD CO., Lowell, Mass.

## JANUARY MILK CONDITIONS

(Continued from page 3)

The butter market has had its ups and downs during the past month. Early in January the price of 92 score solid packed creamery butter was 40 cents. Owing to a fear of heavy foreign competition, full supplies and light buying, the market dropped 6 cents in one week. Supplies were from 50 to 90 per cent. greater than at this time last year. There was a gradual recovery however, and an advance of 3 cents was made by the middle of the month, followed by an even better feeling and better prices. At the close of the month quotations had reached 39 cents, but one cent below that at the opening of the month.

While there has been a considerable tonnage of Danish and New Zealand butter arriving on the Atlantic Coast, and large amounts of Australian and New Zealand butter on the Pacific Coast, the possibilities of heavy imports are lessened. An increased demand from Great Britain, France and Belgium is absorbing the Danish supply at better prices than could be obtained in this country, and current prices have been less attractive to other foreign butter exporting countries.

The market for condensed milk has not been very active and prices have, if anything, been weaker. The evaporated market has been irregular notwithstanding some heavy buying, understood to have aggregated upwards of 350,000 cases by the purchasing commission for Russian Relief. The price has not been announced but it is understood to have been around \$3.60 to \$3.75. Little, if any, sweetened condensed milk is said to have been taken. It is also reported that bids on an additional 100,000 cases of evaporated milk have been taken by the commission.



## NATIONAL PUBLICITY COMMITTEE MEETING

The Publicity Committee of the National Milk Producers Federation, composed of E. R. Eastman, Editor Dairyman's League News; A. A. Miller, Editor Inter-State Milk Producers Review; F. P. Willis, Inter-State Milk Producers Association; Chas. W. Holman, Executive Secretary National Milk Producers Federation; R. C. Reed, Michigan Milk Messenger, and Harry L. Piper, New England Dairyman, met at the offices of the Dairyman's League News, Utica, New York, January 12th and 13th, and proceeded to the formal planning of publicity work in connection with the education of the public against the use of filled milk and a program looking toward legislation prohibiting the manufacture and sale of such compounds.

Plans were also outlined for the education of the regional member associations of the National Milk Producers Federation in developing and using regional publicity machinery.

"The Poorest Scrub Cow Would Not Feed Her Calf Coconut Oil," was written on one of the signs in a county agent's booth at a recent county fair. Not only is oleo no food value for the growing person, but the sale of it is a large economic factor in competition with the vitamin filled butter of the real cow.



## Sure Germ Killer

Scientifically correct for prevention and treatment of:

Contagious Abortion  
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White Scours

or anywhere a Disinfectant is used

Powerful  
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B-K is a concentrated pure Sodium hypochlorite—such as is endorsed and used by leading veterinarians, physicians and breeders.

Philadelphia Farmers & Dairymen Supply Co.  
1918 Market St., Phila.  
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## "The Price of Milk"

By Clyde L. King, Ph.D.

Formerly Chairman, Governors Tri State Milk Commission (Pennsylvania, Maryland, Delaware), Federal Milk Commissioner for the Eastern States, Milk Price Arbitrator for the State of Pennsylvania.

### Comprehensive Treatment of the Milk Industry in All Its Phases

#### NOW READY FOR DISTRIBUTION

Every Dairy Farmer Should Have a Copy of This Book

Table of Contents:

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Part 2. The Cost of Milk Production. 8. The Cost of Milk Distribution. 9. Sanitary Requirements in Their Relation to Price. 10. How Shall Milk be Distributed? 11. Can Milk Distribution be Lowered? 12. The Public Interest in Milk Distribution.

Part 3. Fair Price Policies. 13. The Food Value of Wholesome Milk. 14. Cooperation and Price. 15. Fair Price Policies.

Endorsed by Herbert Hoover, former Food Administrator; John LeFebvre, International Milk Dealers Association; Margaret H. Boden, Ohio Food Section, Philada. Fair Price Commission; R. W. Balderston, Secty. Inter-State Milk Producers Association.

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### Calkins No Longer Fears the Calving Period

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"I have a fine Jersey cow. When two years old she dropped twins; they came dead. She didn't clean and four days after I tried to take the afterbirth but could not. I got an experienced man and he tried and failed, and then I began giving her Kow-Kare and in about fourteen days it came away all right and she has not seen a sick day since."

Kow-Kare is equally sure as a remedy for Barrerness, Abortion, Scouring, Bunches, Milk Fever, Loss of Appetite, etc. All of these ailments result from sluggish genital or digestive organs. It is these organs that Kow-Kare is quick to strengthen and build up.

At a cost of only a penny a day, Kow-Kare is used in many of the best dairies to offset the severe strain of winter confinement and rough or concentrated feeds. This aid to digestion and assimilation keeps milk production at top notch and avoids breakdowns.

Kow-Kare will help you to bigger dairy profits; try it. General stores, feed dealers and druggists sell it at the new reduced price—5c and \$1.25.

DAIRY ASSOCIATION CO., INC., Lyndonville, Vt.

Write today for this valuable book on diseases of cows.

FREE BOOK

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FOR CHICKEN FEED TRY Bulk Cream Cheese

Increase Your Egg Yield Increase Growth of Fowls

30 Percent Butter Fat 50 Percent Total Solids

MIX WITH DRY FEED OR REDUCE WITH WATER

10 Cents Per Pound in 60 lbs. tubs

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## Four years Service- Guaranteed!



Photo taken in barn of  
Christ Knarr, Bloomer, Wis.

**How the Empire Milking  
Machine increases Profits  
and lowers labor costs—  
Prices the lowest ever quoted**

**A**N investment that pays for itself long before the guarantee is up—a machine that increases the production from each cow, cuts milking time and promotes cleanliness—This is the Empire Milking Machine of 1922 with its pulsator *guaranteed even against wear* for four years' service.

Every farmer who milks six or more cows needs the Empire today to increase his profits. The way to increase profits is to lower the cost of production. The Empire—now selling at the

lowest price since it was invented—is one farm machine that offers a guaranteed value never before available to the American farmer.

Note the letter above. Hundreds of Empires have been in continuous use for long periods of years.

Look into this money-making proposition today. Go to your dealer and see the machine, or invite him to call on you. Write today for the complete facts and the evidence that Empire users have to offer. Ask for Catalog 50M

**EMPIRE CREAM SEPARATOR COMPANY, Bloomfield, N. J.**  
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Four years experience with the Empire Milking Machine has convinced me, beyond any question, that it is one of the best investments I have on my farm. The Empire not only assists us to do our milking quickly and with a great deal of saving of time and money, but we have also found that it has been beneficial to the cows.

Yours very truly,  
*R. W. Hall*  
Gray Rock Farm,  
No. Uxbridge,  
Mass.

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., MARCH, 1922

NUMBER 11

## FARMERS WIN THEIR BIGGEST FIGHT

### Capper-Volstead Co-operative Marketing Bill Signed by the President

American farmers have won their biggest legislative fight.

Saturday, February 18th, was a red letter day for agricultural co-operation in the United States. President Harding on that day signed the Capper-Volstead law, legalizing the formation and operation of co-operative agricultural organizations. Among those who witnessed the signing of the new law were C. S. Barrett, president and Charles A. Lyman, secretary, National Board of

58 to 1, the Senate passed the Capper-Volstead Bill, H. R. 2973, in substantially the form as it passed the House. The only changes made were those agreed to in conference between representatives of the National Milk Producers Federation, other farm leaders and the Senators leading the fight for the bill.

The big fight in the Senate was over the question of adopting a substitute bill. This bill was written by Senator Walsh of Montana, and proposed to

Section 1 of the bill, farm leaders made no objection and it was adopted by the Senate. To the monopoly restriction and to the attempt to take the jurisdiction away from the Secretary of Agriculture as provided in Section 2 of the House Bill, strenuous objection was made. This resulted in the defeating of the Senate substitute by the enormous vote of 56 to 5.

As the bill passed the Senate it authorizes:

are operated for the mutual benefit of the members thereof, as such producers, and conform to one or both of the following requirements:

First. That no member of the association is allowed more than one vote because of the amount of stock or membership capital he may own therein, or,

Second. That the association does not pay dividends on stock membership capital in excess of 8 per centum per annum; and in any case that the asso-



Furness School Cast, Milk Fairies Play, Philadelphia, Pa., which appeared before the Wanamaker Institute under the direction of the Philadelphia Inter-State Dairy Council. 18,000 saw this play in different schools during February. See page 6 for activities of the Dairy Council.

Farm Organizations; Milo D. Campbell, president, and C. W. Holman, executive secretary, National Milk Producers Federation; Dr. F. C. Atkinson, of the National Grange; E. B. Reid, American Farm Bureau Federation; Col. L. B. Musgrove, Farmers Union, and R. W. Balderston, secretary Inter-State Milk Producers Association, together with Senators and Congressmen, including Senator Capper and representative Volstead, who wrote the bill.

The effort to get this legislation passed by Congress covered a period of four years. On February 8th, by a vote of

strike out all of Section 2 of the House bill and amend Section 1 in two important respects:

1. Providing that nothing contained in Section 1 of the House Bill should in any way affect Section 2 of the Sherman Anti-Trust Act, the section forbidding the creation of or attempt to create a monopoly in any part of the supply of a product.

2. Providing that co-operatives shall not handle the products of non-members in an amount exceeding in value the products of members.

To the second amendment attached to

That persons engaged in the production of agricultural products as farmers, planters, ranchmen, dairymen, nut or fruit growers may act together in associations, corporate or otherwise, with or without capital stock, in collectively processing, preparing for market, handling, and marketing in interstate and foreign commerce, such products of persons so engaged. Such associations may have marketing agencies in common; and such associations and their members may make the necessary contracts and agreements to effect such purposes; Provided, however, That such associations

shall not deal in the products of non-members to a amount greater in value than such as are handled by it for members.

Section 2. That if the Secretary of Agriculture shall have reason to believe that any such association monopolizes or restrains trade in interstate or foreign commerce to such an extent that the price of any agricultural product is unduly enhanced by reason thereof, he shall serve upon such associations a complaint stating his charge in that respect, to which complaint shall be attached, or

(Continued on page 11)



## CAUSES FOR VARIATION IN THE BUTTER FAT CONTENT OF MILK

By NEWTON H. GOTTSCHALL

There is probably nothing else that enters into the matter of selling milk that causes so much dissatisfaction among milk producers as the matter of test of butterfat content of milk. This is due to several reasons, the most important of which probably is the lack of knowledge on the part of the producer. Proof of this is the host of questions that have been asked at meetings of dairymen in many sections of the country. A common question is how much should cow's milk test? (This has no reference to marketing requirements.) Other questions are: Why did my test drop four points last month when I have the same cows and fed the same feed. How can I raise the test of the milk from my herd? What should I feed to raise the test? and many others of a similar nature.

The first question asking how much cow's milk should test clearly shows that there are many producers who are not familiar with the common underlying principles which influence the fat content of milk.

We must remember that cattle have been bred for several hundred years and during that time there has established itself a something in the several breeds by which we distinguish them. This something is called character. Character or characteristics include color, size, shape, quality of milk and so on.

The several major dairy breeds were developed in different countries under different conditions; the breeders in each section bred to develop an individual which would best meet the needs of that particular section. Compare for instance the Holstein with the Jersey. The Holsteins were developed in Holland and parts of Germany when cheese-making was the chief dairy industry. To manufacture cheese a milk high in solids not fat is required. The large meadows and lowlands in Holland provided abundant pasture. Thus we have the Holstein cow large in her makeup, great capacity enabling her to consume large quantities of rough feed which naturally makes her an economical producer of milk where quantity alone is considered.

On the other hand we have the Jersey developed on several islands in the English channel where butter was the main dairy product, where land is valuable, the cow population large (or one cow to every 2.2 acres), so naturally pasturage is limited. These cattle were fed more concentrated feeds, consequently they developed into a breed much smaller than the Holstein, of smaller capacity, producing less milk but high in fat content. Thus we see that breed has a great deal to do with the test.

Again in the several dairy breeds there are individuals who produce milk exceptionally low in fat for the breed to which they belong. The fact that many dairymen have raised calves from cows in their herds not knowing the quality of the milk they produced, accounts for many low testers. While no one can tell the fat content of milk without making a test, before we can even estimate we must know the breed it comes from.

### Varying of Test

Why milk varies in test from month to month when it comes from the same herd, fed the same feed, can be attributed to several causes. What we should know in addition to this question is if the feed

was fed in the same quantity; were there any fresh cows since the test of the previous month and was the herd given the same care?

From data gathered during eight years in several states, the writer has learned that the one thing which causes variation in the test more than anything else is herd management. This includes a number of details which are often overlooked because they are considered of little or no importance.

The dairy cow is a creature of habit and a highly developed machine. There is a direct connection between her nervous system and the milk secreting organs. Anything that greatly irritates her nervous system will show its effect in the milk in either quantity or quality or both. A dairy cow is just as sensitive to rough handling, harsh words and unnecessary beating as a child and such treatment will show its effects every time.

In order to have a fairly regular test we should remember the following in addition to the above: That because the cow is a creature of habit she should be fed, milked and given access to water the same time every day.

That whenever a change is made in feeds it should be done gradually.

That the same milk should milk the same cows as far as possible.

That the last milk or strippings are very rich in butterfat and when a cow is not milked dry we reduce the test of her milk.

That when the cow is not in the proper physical condition the test of her milk will be affected.

### Herd Attention

Where we find a four to six cow herd on a hundred acre farm, we know that the dairy does not always receive first attention. If we would be frank about our dairy practices, would not a large number of producers be obliged to admit that when the haying and harvest seasons are on they frequently do not give "poor Bossy" attention until after it has grown too dark to work in the field, when just a few nights previous she was milked several hours earlier. This not only occurs in small dairies but also in large herds. Under such treatment the cow cannot help but produce milk of a varying composition.

We ask also, is she fed the same quantity of feeds and in the same proportion? It is gratifying to know that more and more dairymen are using the scales in feeding. There are still too many who feed with the scoop. By this method the feeder himself cannot tell how near the same amounts he has fed a cow two successive months.

It is generally known that when a number of cows in the herd freshen, the test of milk from the entire herd may be changed.

There is another cause due to a change in feeds which can be only partly controlled by the producer. This is a condition which presents itself when cattle are pastured. During the hot summer months, especially during a drought when the pastures seem to dry up, we usually feed some grain in the barn. After a few weeks we may have a rain and the pasture again becomes green with tender succulent grass. All this with the sudden changes in the weather are bound to produce a variation.

(Continued on page 7)

## INTERSTATE COMMERCE COMMISSION HEARS ARGUMENTS FOR LOWER FREIGHT RATES ON MILK

The Interstate Milk Producers' Association has been active in efforts to have the freight rates on milk and dairy products reduced to those in effect in 1917.

A hearing was held before the Interstate Commerce Commission last month when representatives of the National Milk Producers' Federation and the dairy interests generally presented arguments favoring the reduction of rates.

The producers' case was opened by President Milo D. Campbell of the National Milk Producers' Federation who pointed out that over 90 billion pounds of milk is produced annually by farmers of the United States. A large part of this milk, he said, goes into freight in some form or other. He showed that the 200,000 farmers belonging to the member associations of the Federation are producing between six and a half and seven billion pounds annually and paying to the railroads

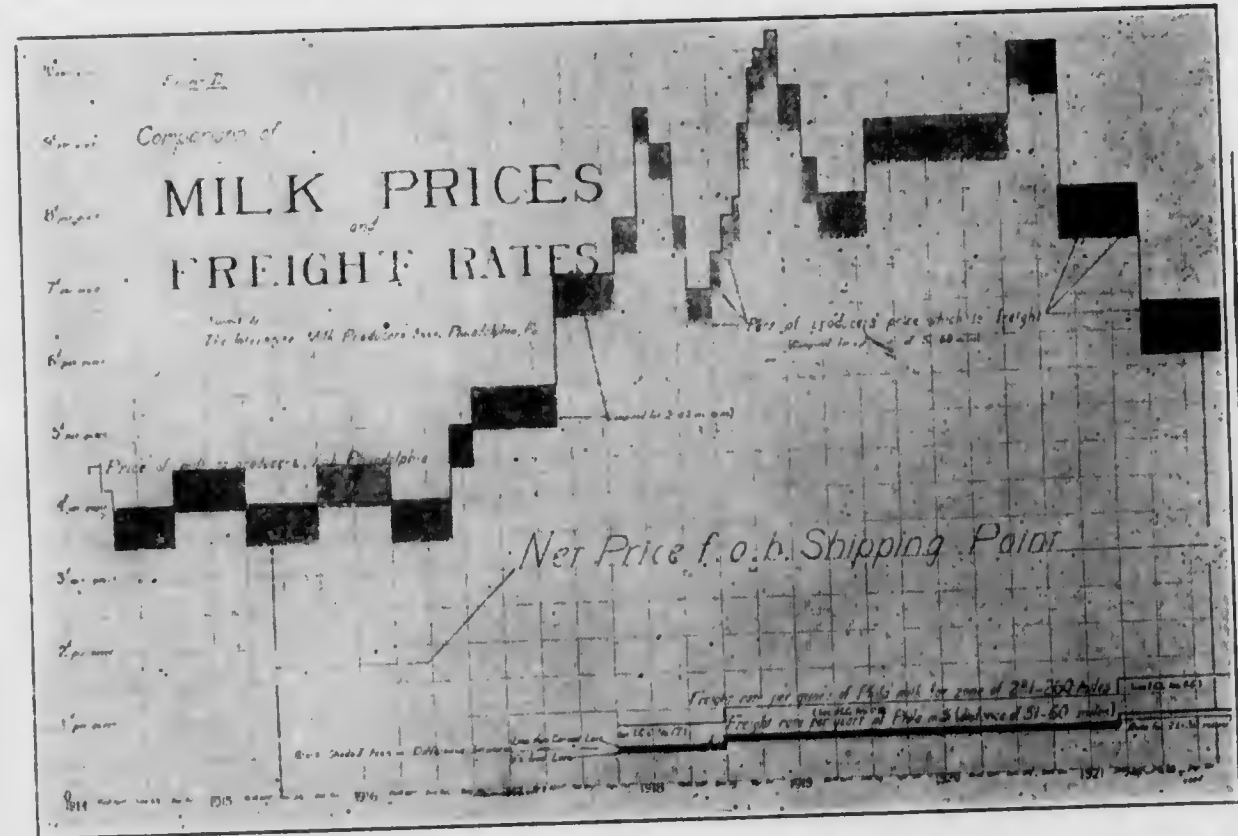
every assistance be rendered to our farmers.

"2. Because freight rates on practically all other farm products have already been substantially reduced.

"3. In order to meet the new competition of auto truck transportation of milk and cream."

The average shipping distance for fluid milk, handled in the Philadelphia Milk Shed, Mr. Balderston said, is 50 to 60 miles.

In 1917 the Interstate Commerce Commission ordered a change in the method of zoning, as well as in freight rates on milk, cream, etc., in the Philadelphia District. The new regulations reduced the rates for most short and medium hauls and slightly increasing it on the long hauls. It also changed the comparative cost of shipment for different size cans and cases. For this reason there will be a slight variation in the chart herewith, covering the freight rates 1914 to 1920.



Zigzag line shows farmers price per quart f.o.b. Philadelphia 1914-1921. Shaded portions shows amount of the price paid in freight. Note that farmers price is now below 1917 and freight is 50 per cent. greater than at that period.

more than 50 million dollars in yearly freight bills.

"It should not be forgotten that the farmer pays the entire freight on milk," declared Mr. Campbell. "The purchasing power of this milk or dairy products has now declined to where it is a serious hardship," he continued. "to pay the high transportation charges."

Conditions in the Chicago district were presented by Wm. F. Graham, of the Milk Producers' Association.

How exorbitant freight rates are causing great loss to railroads in volume of shipments in the Philadelphia Milk Shed was presented graphically by Robert W. Balderston, secretary of the Interstate Milk Producers' Association. Mr. Balderston stated that in 1921, "amount of milk shipped to Philadelphia by auto truck increased 400 per cent above that in 1920 being over 21 million quarts for the year. This development resulted in a loss to the railroads in revenue amounting to approximately \$150,000."

Mr. Balderston gave three reasons why the freight rates on milk and cream should be reduced to the 1917 levels:

"1. Because the present economic crisis in agriculture demands that

Since 1917 there has been no change in the method of computing milk and cream rates.

There have been two increases in freight rates for milk and cream since 1917. One of these was put in effect June 25, 1918, being a 25% increase and the other in August 1920, the latter being a 20% increase.

In 1918-1919 and 1920 the farmers price for milk was approximately 25 per cent. greater than in 1917 while in 1921-1922 this was greatly reduced and at present the price represents but 93% of the 1917 milk price.

Representatives of the Dairymen's Co-operative Assn. Inc., Utica, N. Y., Twin Cities Milk Producers Association, St. Paul, Minn., and of the Queen Cities Milk Producers Association, Cincinnati, Ohio, as well as representative from other districts also presented the situation in their respective territories to the commission.

Big, thrifty, well grown calves are half the battle in getting the large, vigorous cows which are usually the highest producers within the respective breeds. The cow should be dried six to eight weeks before freshening and should be fed liberally during this period on a ration containing liberal amounts of protein.

## DAYLIGHT SAVING

Allebach Makes Sparks Fly

A committee of Philadelphia City Council held a public hearing on February 14th when opportunity to express their views was giving those in favor and those opposed to the proposed daylight saving ordinance.

The proposed ordinance provides for the advancing of clocks one hour on the last Sunday in April of each year and the retarding of the same one hour on the last Sunday in September, when they would again be changed to standard time.

This arrangement fixes the same daylight schedule as is in effect in New York City.

This hearing was attended by representatives of farmers from nearby Philadelphia and officers of the Interstate Milk Producers Association. H. D. Allebach, president, made an earnest plea for the farmers cause, and a heated discussion followed with president Weglein of City Council, during which for a time the sparks flew. Mr. Allebach obtained one concession from the committee in that Chairman Hall and President Weglein both agreed that every effort would be made by Council to have the railroads arrange their train schedules, under the daylight saving plan, so that the present schedules of milk trains would not be disarranged to the inconvenience of the farmer.

Thomas Biddle, representing the Philadelphia Vegetable Growers Co-operative Association, and Charles Row, representing the Bucks and Philadelphia Pomona Grange, also addressed the committee in opposition to the ordinance.

Railroad, industrial establishment, educational institution, department store and civic organization representatives spoke in favor of the ordinance. President Agnew T. Dice, of the Philadelphia & Reading Railway and chairman of the Eastern Railway Association, spoke in favor of daylight saving and said that the Philadelphia & Reading Railway proposed to advance its clocks to conform with the daylight saving plan.

Following the hearing the committee voted to recommend unanimously to council the daylight saving ordinance as proposed.

Since the hearing the bill has been passed by Council and approved by the Mayor.

Pomona Grange No. 3, made up of 28 Granges in Chester and Delaware counties, Pa., representing a membership of 3500, passed the following unanimous resolution in connection with the proposed daylight saving ordinance in Philadelphia:

Whereas, the farmers make up a large proportion of the business and laboring element of the State of Pennsylvania, and also furnish the railroads with a large part of their transportation business, and

Whereas, the change to the so-called Daylight Saving Plan will add an additional grievous burden upon the farmers of Pennsylvania

Therefore be it resolved, That Pomona Grange, No. 3, in convention assembled this sixteenth day of February, 1922, is unalterably and emphatically opposed to any other time being used than that which the law of the land prescribes, namely, Standard Time, and that we appeal to the railroads not to change their train schedule, especially trains carrying milk, as it will work additional hardship on the farmer.

## FEBRUARY MILK CONDITIONS

### Platform Situation Close to Normal

Surplus milk during February was pretty generally absorbed without influencing market conditions. On the various receiving platforms in the city of Philadelphia the situation has been pretty close to normal. The milk supply has ranged from 15 to 18 per cent. greater than during the basic months of October, November and December. At no time was the over supply sufficient to force any sharp break in prices and the platform price for excess milk has ranged around 5½ to 6 cents a quart.

The movement in dairies from one buyer to another has been extremely light. Here and there changes have been made mostly, however, due to minor matters between buyer and seller. There has been little, if any, laying off of dairies due to the immediate supply of milk being too large.

Under the present classification of basic and surplus the excess surplus can be used by most buyers without loss.

In some spots in the territory lower prices for market milk have developed but this has been largely due to competition on the part of some small producers dealers to meet which conditions dealers were forced to reduce the prices paid for milk.

Some weakness has developed in condensing territories where market conditions are unsatisfactory owing to declining prices for condensed and evaporated milk, principally from western manufacturers. Several conferences with buyers of milk for manufacturing purposes have been held during the past month and in the majority of cases such buyers have been held in line, particularly those adjacent to the Philadelphia market.

Taken on the whole, the market for milk in the Philadelphia territory may be considered satisfactory, particularly when the conditions of unrest and unemployment, with the consequent decreased buying power of the public is taken into consideration.

The butter market during February was generally weak. Not that there were any violent changes in prices but that there was a hesitancy and uncertainty as to the market. Reports indicated an increase in domestic production and it is said that so much butter is now being produced that a steady large demand will be necessary to even hold the present levels. There has been no importations of note from Denmark, quoted prices, laid down on the eastern seaboard, duty paid, being slightly above the domestic market. Moderate amounts of foreign butter shipped east by rail from the Pacific coast have been in the market but have not influenced the situation.

Quite frequently during the past month the price of butter in Chicago has been on a parity with that of New York. Ninety-two score solid packed butter ranged at 37½ to 38½ cents per pound at the opening of the month while at the close of the month the price was around 37 cents per pound.

The market for both evaporated and condensed milk was weak and price declines are to be noted for both classes. Purchasers of large lots of evaporated milk for foreign relief have not strengthened the situation. In fact purchases later in the month were at prices a shade lower than those named earlier in February. Evaporated milk is now quoted down to \$3.42 per case, or about \$3.42



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### FEEDING PREGNANT COWS

Poorly nourished cows give birth to weak, puny calves which are hard to raise. The feeding of the calf, therefore begins before it is born. The food elements necessary for the development of the calf are taken into the stomach of the cow, digested, assimilated, and transmitted to the calf through the umbilical cord, the connection between the mother and the calf. It is evident that if the cow does not receive food enough to keep herself in thrifty condition and at the same time develop her calf, both she and the calf must suffer.

In endeavoring to raise good, thrifty calves many dairymen handicap themselves at the start by not properly feeding the pregnant cows. Such cows should have an abundance of palatable and succulent or juicy feed in order to insure good body flesh and healthy, thrifty condition at calving time. The calves will then be well developed, strong, and sturdy, and ready to respond normally to proper feed and care.

The average dairy cow requires from ten to twelve gallons of water per day while high producers need much more. Best results are obtained when the source of water supply is close at hand and protected from the weather, for otherwise they will not drink sufficient amounts for maximum production. In extremely cold weather it pays to warm the water with a tank heater.

### KNOW ABOUT MILK

No one person knows everything there is to know about any one thing. Even the most successful dairymen can learn a great deal that is new about milk and its products. Winter evenings are ideal for the purpose of studying some of the free correspondence courses offered by the Agricultural School of the Pennsylvania State College. Farmers planning to expand on dairy lines can learn much from any or all of the following free courses in home study: "Silos and Silage" in five lessons; "Principles of Breeding," nine lessons; "Milk and its Products," seven lessons; "Butter Making," nine lessons; "Dairy Breeds of Cattle," seven lessons; "Technology of Milk," seven lessons; and "Study of Milk," five lessons.



## INTER STATE MILK PRODUCERS REVIEW

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### Editorial



### IS IT A TRADE WAR?

Opponents of filled milk legislation, both before the various state legislatures as well as national legislation (in the Voigt Bill H. R. 8086), claim that such legislation restricting the manufacture and sale of oiled milk compounds is only a trade war.

The legislation against the manufacture and sale of filled milk is not a trade war. It is legislation against a product fraudulently sold as milk, used as milk by the uneducated and uninformed, sold for milk by dealers and recommended by them as being as good as any other evaporated milk, and often recommended for use in feeding babies and children.

Because one manufacturer of these milk substitutes, representing probably one-fourth of the quantity manufactured, uses a cautionary phrase, "Do not feed in place of milk for infants" on some of its labels and cautions, by means of printed matter, its dealers not to sell its imitation milk as milk, does not absolve it.

Notwithstanding this fact, voluminous surveys prove that retailers do sell this stuff as milk. They do sell it and recommend its use for feeding infants and children.

Manufacturers of the other 64,000,000 pounds of filled milk per year make no effort to protect the public. Their attitude appears to be: "If this product is sold for milk, well, let it be sold for milk and used as such. The burden is on the buyer, not the maker and seller."

The fight against filled milk has been entirely in the interest of public health and welfare. Dairy interests, closely identified with the public health, owing to the very nature of their product, regulated more and more, year after year, by public health sentiment have been leading in the efforts to have the manufacture of this menace to the public health discontinued.

If the dairy industry on which the public health depends is to survive, the

manufacture of such imitation dairy products as filled milk, masquerading as milk, using milk as the medium for its existence, must be discontinued.

### IT COULDN'T BE DONE, BUT—THEY DID IT

In the minds of many South Jersey farmers floated the proverbial "It Can't be done," when a little over a year ago the aggressives went about forming the Salem-Camden-Gloucester-Holstein-Friesian Association. How 'bout that. And within a year it became very prosperous, and was known and heard of in many states. For a time it had the distinction of being the only County Holstein Club in America that employed a paid secretary. He was also equipped with a car, expenses, and had an office in the Court House.

The first year's sales aggregated \$25,000 and the interest and enthusiasm aroused brought many wonderful sires to this section. They carried away Grand Champion Honors at the Inter-State Fair, and the Association stands the proud possessor of the Grand Champion Cow and Grand Champion Show Herd. It publishes a monthly periodical and aspires to still greater achievements in co-operative measures.

The real economy in dairying is the production of a given amount of milk with the smallest number of cows, rather than the increased production from a larger number of cows, irrespective of their productive capacity.

In the marketing of all perishable products—and that includes milk—too great an output has an unfavorable influence on marketing conditions with resultant lower selling prices.

For the greatest success in dairying, economical production of milk should be the chief object. Mere quantity output irrespective of cost is a hindrance rather than an aid to the industry.

It's time to get busy. The Voigt Bill H. R. 8086 needs the support of every dairy farmer in the United States. It prohibits the movement of imitation milk in inter-state traffic, it prohibits its export. Remember what filled cheese did for the cheese making industry. Don't fool yourself into the belief that the other fellow will do it. Everybody's help is needed to get this bill, now on the House calendar, on the floor of the House of Representatives.

Don't be a pull back. This measure is the best available now. We can't wait for some other form of legislation to catch up. With proper co-operation this bill will serve its purpose.

Write your congressman at once, asking him to support the Voigt Bill H. R. 8086, and clip the form shown on page 7 of this issue, advising what you have done and mail same to the office of the Inter-State Milk Producers Association.

### AN APPRECIATION

Extract from a letter from a member of the association.

"Before closing I want to say the Inter-State is an association out of the many I am connected with, that I sure do like, for the reason that you are not so narrow that you can only see the producer but broad enough to see the other two fellows namely the distributor and the consumer."

Yours for success,  
D. C. D.

### WHAT ARE VITAMINS?

The question is frequently asked by the public at large. What are Vitamins? Broadly we might answer that question by asking another. What is electricity?

Just what exactly constitutes vitamins scientists have not told us, but like electricity, we know their effect.

McCollum and Simmonds in the "American Home Diet" state: "During the last few years it has been discovered that there are three substances of remarkable interest which the diet must supply which were not suspected to exist until recently. They are remarkable in the fact that but a scrupulously small amount of each of the vitamins are necessary to meet the needs of an animal, but even the small amounts which cannot be dispensed with, are not present in many foods.

One of these will not take the place of another. All must be supplied. When one or another of these three substances is absent from the diet or is furnished in an adequate quantity, there results a peculiar disease. There are three and they have been called "deficiency diseases." These vitamins are now most generally termed fat soluble A, water soluble B and water soluble C. (A fourth is now suspected.)

An eye disease of a certain type called xerophthalmia is due to faulty diet. The vitamin fat soluble A protects against it. This vitamin is not abundant in any of our foods except butterfat and egg fat. It is less abundant in the leaves of plants but is found nowhere else among our ordinary food stuffs in sufficient quantity to meet the needs of a growing child or an adult. Strange to say, fat soluble A does not occur in any of the vegetable fats or oils.

Blindness results in a short time if the diet is wholly lacking in this protecting substance.

Beri beri, embodying a manifestation of general paralysis, is also one of the deficiency diseases. Beans, peas, raw and cooked vegetables of all kinds, milk, eggs and fruit are all good sources supplying the vitamins termed anti-neurotic or water soluble B for the prevention of this disease.

Scurvy is another disease due to a faulty diet. It is now chiefly met with in babies who have not been properly fed. Scurvy is easily prevented by the inclusion in the diet of moderate amounts of fresh unheated fruits or vegetables such as tomatoes, lettuce, celery, etc., or by the use of raw milk. The vitamin effective in protecting against this disease is called the anti-scorbutic or vitamin C.

Rickets, while not definitely a deficiency disease, in the exact sense as the foregoing disease, it is, the direct result of faulty nutrition in children. Its chief characteristic is faulty bone growth. There is much evidence that a lack of sufficient amount of fat soluble A is one of the factors associated with the cause of rickets.

Pellagra is another disease due to faulty diet, which it is believed may be corrected by the use of vitamin carrying foods.

A diet containing an abundance of milk, eggs and green vegetables will cure pellagra, it is said, in its early stages.

Many of the foods which form our staple diet are deficient in one or another form. In fact many are most common foods. We must continue to use them. For protective purposes, however, foods rich in vitamins should be included in the diet so as to maintain health and normal growth.

Until scientists unravel the problem of just what vitamins are, we shall have to be content, as we have been forced to do with electricity, with the knowledge of the effect produced rather than the cause.

### THE TUBERCULIN TEST

Advise to milk inspectors as presented by the U. S. Department of Agriculture in Milk Inspector letter No. 58.

Tuberculosis probably is the most dangerous and widespread disease of cattle that can endanger the safety of milk.

Tuberculosis in dairy cows, especially when the udder is affected, may be the cause of tuberculosis in human beings. Most of the tuberculosis in children is of the bones, joints, and digestive tract, leading to the theory that milk may be one of the chief causative agents.

Cows should be tested for tuberculosis at least once a year by a capable veterinarian, and if the disease is found the test should be made twice a year. All cows which react, showing that they are infected with the disease, should be removed from the herd, and the stable and premises thoroughly disinfected.

All milk ordinances should properly contain a clause prohibiting the sale of raw milk, except from tuberculosis-free cows, as shown by the tuberculin test. With all classes of milk the tuberculin test is an additional safeguard to public health.

Milk inspectors should educate dairymen as to the benefits of the tuberculin test to the cattle owner as well as to the consumer. The aggregate loss, from tuberculosis, among cattle and hogs is enormous amounting to millions of dollars every year, besides materially decreasing the food supply of the country. Even for economic reasons alone, tuberculin testing is warranted.

Encourage the tuberculin testing of dairy cows for the sake of public health and public welfare.

### FIND CATTLE BEING SHIPPED INTO STATE WITHOUT PROPER INSPECTION

Recently the Pennsylvania Department of Agriculture learned that the practice of shipping cattle into Pennsylvania from other states without the cattle first having been inspected, was being carried on, particularly in the southern district. Dealers, it was learned, were having cattle driven across the line from Maryland.

A close check has been maintained and evidence has been secured that will be used in prosecuting the offending dealers. By an ingenious system, the responsibility was shifted about between the Pennsylvania dealer, his local agent and the resident of Maryland selling the cattle. As a result of the investigations a close check will be maintained at all times at the points where cattle previously were driven across the state line into Pennsylvania.

### YOUTH'S IGNORANCE

A farmer boy had spent a sultry hour pulling, hauling, and driving a new calf toward the barn. A steer went by headed for the pasture. The calf followed.

"Go to thunder, you darn fool!" muttered the boy. "You'll know the difference when supper time comes!"

—From Judge.

## LATEST MARKET PRICES

### SELLING PLAN

The Philadelphia Selling Plan for 1922 became effective with January. The basic quantity is represented by the average shipment of milk during October, November, and December, 1921, on which the basic price will be paid. In February a surplus price based on 92 score solid packed creamery butter, New York City, plus 20 per cent, will be paid for milk in excess of the basic quantity up to the amount equal to the basic amount, which is represented by surplus price Class I. For surplus milk in excess of the amount of the Class I quantity a price based on 92 score solid packed creamery butter, without the 20 per cent premium and known as surplus Class II, will be paid.

### FEBRUARY PRICES F. O. B. Philadelphia Grade B Market Milk

From these prices one cent per 46 quarts or one cent per 100 pounds is to be deducted by the buyer, which together with the one cent per 46 quarts, contributed by the buyer, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Test Per cent	Basic Price per 100 lbs.	Basic Price per Quart
3.1	\$2.47	5.35
3.2	2.51	5.45
3.3	2.55	5.55
3.4	2.59	5.65
3.5	2.63	5.75
3.6	2.67	5.85
3.7	2.71	5.95
3.8	2.75	6.05
3.9	2.79	6.15
4.0	2.83	6.25
4.1	2.87	6.35
4.2	2.91	6.45
4.3	2.95	6.55
4.4	2.99	6.65
4.5	3.03	6.75
4.6	3.07	6.85
4.7	3.11	6.95
4.8	3.15	7.05
4.9	3.19	7.15
5.0	3.23	7.25

When the milk is not tested the price f. o. b. Philadelphia is 64 cents per quart

### SURPLUS PRICE

Class I For amount of surplus equal to the basic quantity	Class II For all surplus in excess of Class I
Per 100 lbs.	Per 100 lbs.
\$1.96	4.3
2.00	4.35
2.04	4.4
2.08	4.45
2.12	4.5
2.16	4.55
2.20	4.6
2.24	4.65
2.28	4.7
2.32	4.75
2.36	4.8
2.40	4.85
2.44	4.9
2.48	4.95
2.52	5.0
2.56	5.05
2.60	5.1
2.64	5.15
2.68	5.2
2.72	5.25
2.76	5.3

### MARCH BASIC PRICES

Test Per cent	Basic Price per 100 lbs.	Basic Price per Quart
3.1	\$2.47	5.35
3.2	2.51	5.45
3.3	2.55	5.55
3.4	2.59	5.65
3.5	2.63	5.75
3.6	2.67	5.85
3.7	2.71	5.95
3.8	2.75	6.05
3.9	2.79	6.15
4.0	2.83	6.25
4.1	2.87	6.35
4.2	2.91	6.45
4.3	2.95	6.55
4.4	2.99	6.65
4.5	3.03	6.75
4.6	3.07	6.85
4.7	3.11	6.95
4.8	3.15	7.05
4.9	3.19	7.15
5.0	3.23	7.25

When the milk is not tested the price f. o. b. Philadelphia is 64 cents per quart

### MONTHLY SURPLUS PRICES

1921	First Half	Average
January	2.61	2.58
February	2.17	2.24
March	2.42	2.38
April	2.35	2.28
May	2.41	2.38
June	1.49	1.58
July	1.84	1.89
August	2.11	2.06
September	2.01	2.04

These prices are based on 120 per cent. of the average monthly or semi-monthly price of solid packed 92 score creamery butter, New York City.

1922	First Half	Average
January	1.76	1.78
February	1.78	1.78

### FEBRUARY PRICES Country Receiving Stations

Quotations include a deduction of one cent per 100 pounds which amount together with one cent per 100 pounds, contributed by the buyer, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of conducting a publicity campaign advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Freight and Receiving Station Charges Deducted	Price per 100 lbs.
1 to 10 incl.	\$1.97
11 to 20 "	1.95
21 to 30 "	1.93
31 to 40 "	1.92
41 to 50 "	1.90
51 to 60 "	1.88
61 to 70 "	1.87
71 to 80 "	1.86
81 to 90 "	1.85
91 to 100 "	1.83
101 to 110 "	1.82
111 to 120 "	1.81
121 to 130 "	1.80
131 to 140 "	1.78
141 to 150 "	1.77
151 to 160 "	1.76
161 to 170 "	1.75
171 to 180 "	1.74
181 to 190 "	1.73
191 to 200 "	1.72
201 to 210 "	1.71
211 to 220 "	1.70
221 to 230 "	1.69
231 to 240 "	1.68
241 to 250 "	1.67
251 to 260 "	1.66
261 to 270 "	1.65
271 to 280 "	1.64
281 to 290 "	1.63
291 to 300 "	1.62

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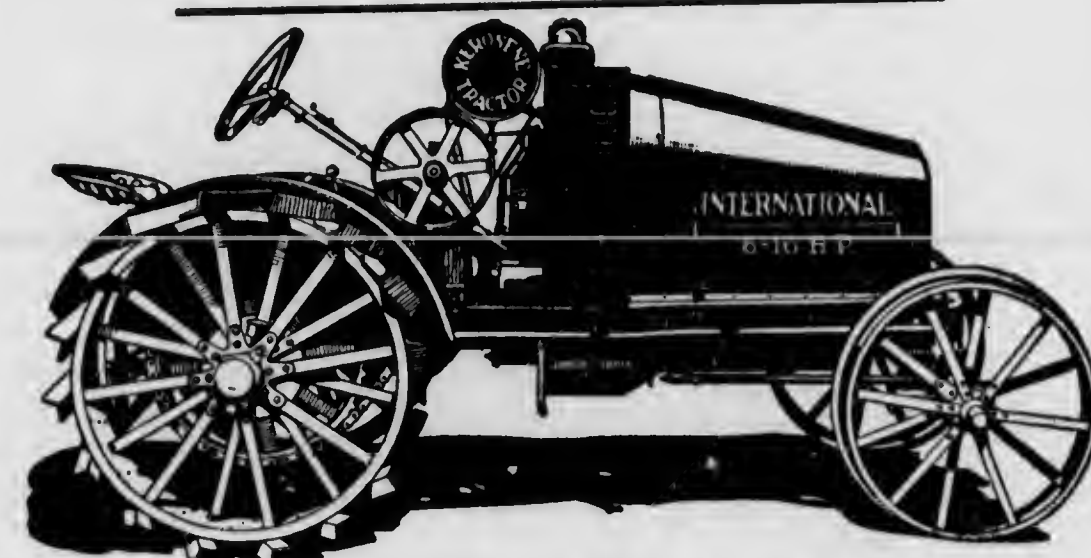
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## International 8-16 Cut \$230 2-Furrow Plow FREE



Now \$670 f. o. b. Chicago

This is the lowest price ever quoted on this tractor. In fact, it is \$230 lower than the lowest previous quotation ever made on the International 8-16.

The International 8-16 is not a stripped tractor, pared down to make a price, but is complete with all essential equipment—belt pulley, fenders, platform, throttle governor, adjustable drawbar, angle lugs, and brakes. This equipment, worth more than \$100 and necessary on any tractor to make it serviceable and safe, is included in our price. No extras to buy.

### Harvester Company's Exceptional Offer. Effective Feb. 3 to May 1, 1922

The Harvester Company makes this special offer to apply on all new International 8-16 tractors purchased by its dealers on 1922 account. Each farmer purchasing one of these International 8-16 tractors for delivery on or before May 1 next will be given by the Company absolutely free, f. o. b. Chicago, a 2-furrow plow. On the same terms, each farmer who purchases a Titan 10-20 tractor will be given a 3-furrow P & O plow.

A regular P & O 2-furrow moldboard or disk plow free with the International 8-16 tractor. If you now own a suitable plow we will substitute a tractor disk harrow.

Titan Tractor Now \$700 f.o.b. Chicago  
and 3-Furrow Plow Free

Come in and see us

International Harvester Company  
of America

PHILADELPHIA BRANCH  
216 NORTH 23RD STREET



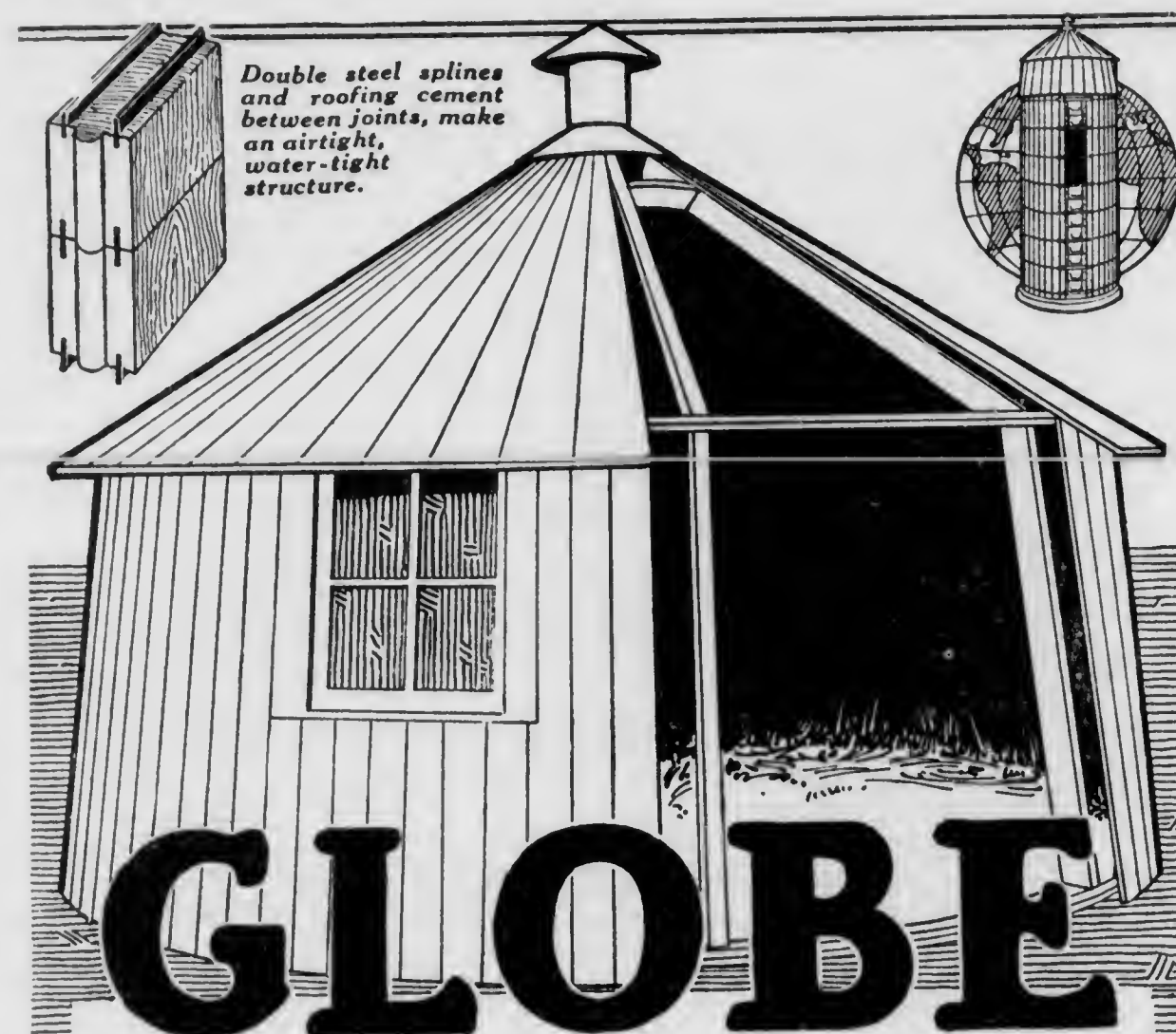
### MONTHLY PRICES OF GRADE B OR

#### MARKET MILK

F. O. B. Philadelphia and at receiving stations in the 50 mile zone at 3 per cent. butterfat. Four cents per 100 pounds being added or deducted for each one-tenth per cent. fat above or below 3 per cent.

	F. O. B. per quart Phila.	Receiving station 50 m zone per cw
1920		
January	8.1	8.21
February	8.1	8.21
March	8.1	8.21
April	8.1	8.21
May	8.1	8.21
June	8.1	8.21
July	8.1	8.21
August	8.1	8.21
September	9.1	8.61
October	9.1	8.61
November	9.1	8.61
December	7.1	2.68
1921		
January	7.1	2.68
February	7.1	2.68
March	7.1	2.68





# GLOBE

## The Pioneer Extension Roof Silo

Dairymen and stockmen who investigate carefully before buying invariably select Globe Silos. Full capacity of the silo purchased is assured. The extension roof with its nearly straight sides permits the silage to be tramped and packed to its full rated capacity. There is no silage heaped up in the center, and this means no rotted silage when you begin feeding from the silo.

From the first, Globe Silos have proved popular because they are built right by men who know silos. Other features besides the extension roof are found in the Globe, and all help make them the practical silo for the practical farmer.

Prices for Globe Silos have been reduced to 1917 levels. Special discounts for early orders make the price more attractive. Write for particulars and ask for the Globe catalog.

Globe Silo Company, 1-11 Willow St., Sidney, N.Y.

## A WELL-FED plant resists disease.

Potatoes, Truck Crops, Tobacco, and Sugar Beets are often attacked by diseases that thrive on ill-fed plants.

The effects produced on these crops by Potash hunger have often been mistaken for a new disease.

Fertilizers for these crops should be well balanced and should contain from 7 to 10 per cent. of Potash.

You can get plenty of Potash if you insist on having it.

SOIL & CROP SERVICE, POTASH SYNDICATE  
H. A. Huston, Manager  
42 Broadway New York

POTASH  
PAYS

## ORGANIZATIONS FORMED UNDER PENNSYLVANIA ACT OF 1919

Sixty-four agricultural co-operative associations for business purposes have been incorporated under the provisions of the law passed in 1919 providing for the incorporation of such organizations. A considerable increase in the number of incorporations is expected in the near

future. There are also over one hundred farmers organizations operating for business purposes under charters issued under other acts than the 1919 law.

The number of boarder cows sold from a neighborhood, balanced against the number of pure-bred sires used, is generally a good indication of the spirit of the place.

## Dairy Council Notes

Recent activities in the Dairy Council include:

1. Legislative work in the interest of legislation to prohibit filled milk elsewhere noted in this issue.

2. The establishment of nutrition classes for the first time in schools in Atlantic City, N. J., Haddonfield, N. J., Trenton, N. J., Wilmington, Del., Dover, Del., Reading, Pa., Millintown, Pa., Chester, Pa. and Radnor and Haverford townships, Pa.

The interest in this movement to improve the condition of these undernourished children is becoming greater all the time and a large number of new classes have been formed in Philadelphia. All of this work has been made possible because of the co-operation of the Dairy Council with welfare and health agencies in Philadelphia and the outlying points above mentioned. That the improvement in the physical condition of these children is permanent is shown by the fact that out of some 67 in certain classes last year only four or five needed to continue this form of instruction and supervised care during the next term of school.

The "Milk Fairies" play was given with great success in the Atlantic City schools and the work continues in Philadelphia as heretofore. About 18,000 people saw the play during February alone and the five workers in this department have a March program that calls for every minute of their time.

A reproduction of a photograph of one of the school casts of the Milk Fairy Play is shown on the front page of this issue of the Review.

It gives our readers some conception of the magnitude of this feature of the Dairy Council work.

Four popular plays are given by public schools and neighborhood centers without supervision from the Council, its only contribution being the loan of music and costumes.

The demonstration work in cooking milk dishes continues to be one of the most popular departments of the Council. Foreign mothers are particularly anxious for this assistance because they want to learn how to cook American dairy dishes.

## COUNTRY WORK

The recent severe snow storms have disarranged the program in the country department because it was impossible to hold meetings where people had to travel over bad roads. On the other hand, the interest among the farmers is remarkably well sustained, many localities having practically 100% attendance.

Careful observers say that this extension work is the most popular of an educational agricultural work in this territory at the present time. With personnel and equipment now on hand it will be possible to hold meetings very rapidly and it is expected that a large amount of follow-up work will also be accomplished during the early spring.

A conference of managers of district Dairy Councils was held in the office on January 23rd, attended by representatives from St. Paul, Chicago, Cleveland, Pittsburgh, New England, Baltimore, as well as several representatives of the Philadelphia Inter-State Dairy Council.

At this much progress was made in getting out new literature, new motion pictures, new posters, new lantern slides, as well as toward further standardization of Dairy Council activities. It is proposed to hold these conferences quite

frequently. Developments during the past year were so rapid that it is necessary now to compare notes and have a full interchange of ideas because new methods of work are coming up in every section which will be very valuable to other sections.

Philadelphia continues to be the largest center of the Dairy Council work and authorities everywhere are recognizing the importance to the dairy industry of this form of activity and referring to the Philadelphia Inter-State Dairy Council as a splendid example of what can be accomplished.

## THE MENACE OF FILLED MILK

Milk substitutes have increased in consumption by leaps and bounds during the past few years. The cheapness at which imitation milk was marketed had much to do with its increased use. Subtle advertising also played an important part.

In five years, for which statistics are available, the production of vegetable oil-filled milks jumped from 14,146,712 pounds in 1916, to 86,561,000 pounds in 1920. Statistics for 1921 are not yet available.

In 1914 statistics show that 14,134,712 pounds were sold in bulk, probably for manufacturing purposes, and 12,200 pounds were sold as case goods. In 1920, 84,044,000 pounds was marketed as case goods, but 2,517,000 pounds was sold in bulk. The case goods competed directly with whole evaporated milk, and manufacturers of the imitation milk industry infer that it is only in its infancy.

In 1920 nearly 7,000,000 pounds of coconut oil was used in the manufacture of imitation milk, taking the place of just so much butterfat. That this represents the approximate production of 40,000 dairy cows was brought out at a recent hearing on the Voigt Bill (H. R. 8086.)

## Its Menace in Nutrition

Numerous scientists have, during the past ten years, added greatly to the knowledge of nutrition. Dr. E. V. McCollum recently testified before a congressional committee as to the now commonly known substances, the vitamins, as being absolutely necessary in the diet to promote satisfactory growth and health in animals and human beings. These vitamins are found in milk, one of them in abundance in milk only—there is a certain amount of it in certain other foods, but it is one of the limiting factors of our nutrition, this substance which is so abundant in butterfat and that is not found in any vegetable oil, such as coconut oil used in the manufacture of imitation milk.

More recent investigations in which comparative results with feeding imitation milk and whole evaporated milk have substantiated former results.

## VIRGINIA CO-OPERATIVE MARKETING PLAN

The Legislature of Virginia passed an act last month to encourage the co-operative marketing of farm products in Virginia, to provide for and authorize the incorporation of co-operative marketing associations or exchanges and the licensing to do business in Virginia of similar corporations created in other states under similar laws.

The bill is known as House Bill No. 61, and has had the approval of the governor and is now a law of the state.

## Milk For Health

## CAUSES FOR VARIATION IN THE BUTTERFAT CONTENT OF MILK

(Continued from page 2)

I believe that every dairyman recognizes the rule that as the cow advances in her period of lactation the fat content of her milk increases. This is true under normal conditions, yet there is a practice among producers in certain sections that produces results to the contrary of this rule to a certain extent. This condition we find in southeastern Pennsylvania, where some producers still make it a practice to buy grade short horn cows in the late summer or early fall either as springers or fresh. These cows are not bred again but fattened for the butcher block in spring when they are what is commonly called "milked off." In such practice this is what happens: Many of these cows are in good flesh at the time of freshening. Experience has taught these producers not to feed these cows heavily for some time, so they start out, many of them producing fairly large quantities of milk. They are not fed enough feed to maintain their bodies and supply the elements that go into the production of milk, consequently the cow will drain her body, because she will, during the early stages of lactation, produce milk at the expense of her body. While she is doing this she takes fat from her body and puts it in her milk. After about two months she is given more feed, still not enough to supply all needed, then after she is thoroughly accustomed to consuming liberal quantities of concentrates she is given large amounts so that she may put flesh and fat on her body while producing milk. The draining of her body now ceases, she comes back to her normal average test which is in many cases lower than when she was fresh.

The above example will answer another question frequently asked: Can I increase the fat content of the milk by feeding. It can be done when the above outlined practice is followed.

The matter of increasing the test by feeding has been a topic of many lively discussions. In some instances those who contend that it can be done have results that are almost convincing, yet when the records are followed up for a period of time we find that the increase exists for only a short time, which may be caused by the change more than anything else.

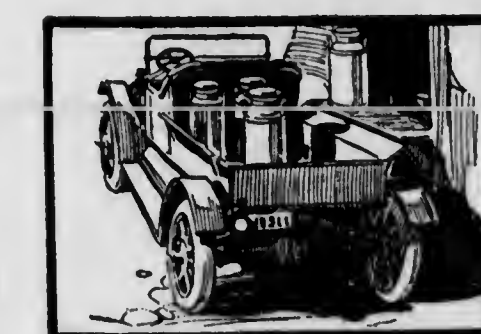
Let it be remembered that the minute the cow is born as a small calf she has already fixed in her the characteristic which determines the amount of fat she will produce and no human being can change it. Men have for centuries been trying to get ahead of nature, but were disappointed every time. They all learned that the closer they adhere to her laws the greater and more encouraging the results.

## Thin Milk

There is still another common expression among dairymen which has a direct bearing upon our subject. It is the statement that certain feeds produce thin milk or milk low in test. Such feeds are the ones that stimulate milk secretion, they increase the quantity of milk but the amount of fat remains constant, consequently there will be a lower test. Such conditions generally do not extend over a long period of time. This being the case is it the feed that caused the poor milk? It rather appears to be due to management.

To illustrate this I will relate the experiences of two dairymen, father and son. Both purchased linseed meal as

# Two Streams of Profit



Cash Income every day



Bank Account



Buying Power

## EASY TERMS

Sold on such easy terms that it will pay for itself while you are using it. See your De Laval agent now or write us about getting a new one.

## Sooner or later you will use a De Laval Cream Separator and Milker

their source of protein and fed as concentrates nothing but corn and cob meal and linseed meal. After three weeks' feeding the test on the father's herd had gone so low that he hauled his linseed meal back to the feed dealer and exchanged it for a mixed feed, while the son had results just the opposite. The test of his herd actually increased three-tenths of one per cent. but came back to normal in a short time. How do we account for this difference. The son had no secrets in feeding. The only difference was that he fed it in different proportion and different quantity per cow.

Again let me ask was it the feed that caused the lowering of test in one herd and the increase in the other? Of course not, it was management.

Let us not gain the impression from the foregoing that under normal conditions milk will not vary in test, even under such conditions there may be slight variations.

In conclusion, we can safely say that upon thorough investigation, when there is a great variation in the fat content of milk from a herd we usually fail to trace it to the feed or to the cow, but to the dairyman himself.

CREAM TO SELL

No matter what your system of farming may be or where you live, you need a De Laval Separator and some cows.

Cows furnish the best market for your feeds, and they keep the fertility of the soil on your farm.

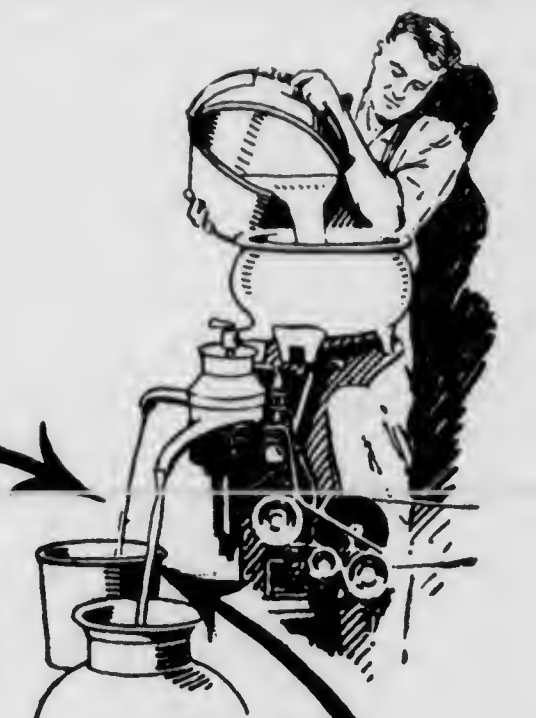
Then the De Laval separates the cream, which brings you in a steady cash income, and leaves the skim milk in the best condition for feeding calves, pigs and chickens.

This is the surest, safest and most profitable system of farming—and the De Laval Separator has made it possible. It is the original separator, skims cleaner, lasts longer, turns easier than any other. There are over 2,500,000 De Laval Separators in use the world over—about as many as all the rest put together. The De Laval has always led in every important separator movement and is recognized everywhere as the world's standard.

You may be wasting enough cream to pay for a De Laval by using a worn-out separator or by hand skimming.

## The De Laval Separator Company

NEW YORK CHICAGO SAN FRANCISCO  
165 Broadway 29 E. Madison St. 61 Beale St.



SKIM MILK TO GROW ANOTHER CROP



Calves



Pigs



Chickens

## WRITE YOUR CONGRESSMAN

It is necessary that every dairy farmer in the Philadelphia Milk Shed write the Congressman from their respective district, addressing him at Washington, D. C., asking him to support the Voigt Bill H. R. 8086.

This bill is what is known as the Filled Milk Bill, prohibiting the movement of imitation milk in interstate commerce, as well as its manufacture in the United States possessions and in export.

Congress Must Be Stirred Up  
The production of imitation milk in 1920 equalled the yearly output of 40,000

cows and the makers of filled milk state we are told, that the industry is only in its infancy.

The Voigt Bill was reported out of committee by a vote of 14 to 4.

Let your Congressman know that you are interested in the protection of your industry.

Write your Congressman now. We want to know just how many of our dairymen are going to answer this call, so fill out the form shown on this page and mail it to the Inter-State Milk Producers Association, 721 Heed Building, Philadelphia, Pa.

I have written Congressman..... asking him to vote in favor of the VOIGT BILL (H. R. 8086) to prohibit introduction of IMITATION MILK in interstate commerce.

Name .....

Address .....

Give below name of any local organization to which you belong.



## Dairy Losses

### Some Amazing Experiences in Overcoming the Cause of Most Dairy Losses

Dairymen who are suffering serious losses due to sick cows, off-feed conditions and low milk yields, will find the following letters of real interest:

Gentlemen: Since feeding Larro we find our milk yield from 47 cows has increased 32 gallons per day.—Schermerhorn & Son, Florida. Another dairyman writes: "At times we have felt we could mix our own ration cheaper, but each time have returned to Larro. When feeding Larro to our 300 cows we have very few losses from sickness, cows off-feed and other ailments." Another writes: "My home-mixed ration failed, and I have returned to Larro. Have fed Larro to 40 head this winter. Have not had a sick animal, nor one off-feed. I am beating my neighbors badly in milk yields."

### Why Milk Yields Fall Off

One of the biggest reasons, say authorities, why cows go off-feed, are often sick and milk yields fall down, is that few dairymen really mix an efficient balanced ration at home. They lack facilities, lack time and help, lack tried and proved formulae. Why waste time and take chances? Why not do as Schermerhorn and other dairymen are doing, and get maximum results from your cows? You can. Larro makes it easy. This famous blend of certified ingredients never did, does not now, and never will contain any filler or off-grade materials. It is succulent, palatable, easily digestible and highly nourishing. It brings vigor, sleek coats, bright eyes, perfect health conditions and either increases milk yields or produces the same milk with fewer cows, less feed and less work.

### How to Get More Profit

Just write us. We will explain how your dealer will sell you two bags of Larro under our money back offer. How you can prove for yourself at our risk that Larro will stop your losses and increase your profits from every cow. If Larro fails to produce more milk, merely return the empty bags and dealer will refund your money. You don't risk a penny. Write us for details of this no-risk, trial offer at once. Also for full information regarding Larro. Address The Larrowe Milling Co., 1995 Larrowe Bldg., Detroit, Michigan.

## For Bigger Yields

Buy your Agricultural Gypsum now for increased yields of alfalfa and clover. Use it on manure this winter to save valuable nitrogen. Send for illustrated book. It is free!

**Gypsum Industries Association**  
Dept. , 111 W. Washington Street  
Chicago, Illinois  
Agricultural Gypsum is sold by Local Dealers

**FOR SALE**  
**Universal Milker**  
TWO DOUBLE UNITS  
Discontinuing Dairy  
**S. BLAINE LEHMAN**  
Chambersburg, Pa., R. 3

If you know what it costs you to raise your different crops, you won't be likely to continue the ones which year after year prove unprofitable.

### OILED MILK ACTIVITIES

Filled milk has a new name—"Oiled milk"—skim milk oiled or smoothed down with coconut fat.

Things have been doing in oiled milk since the last issue of the Review. Those of the force who have been active in legislative work looking toward the prohibition of the manufacture of this imitation product have been busy.

Hearings before legislative committees have been held in New Jersey, New York and Virginia, in which prohibitory bills have been introduced.

In New Jersey, following the hearing before the agricultural committee on Assembly Bill No. 4, the New Jersey Assembly passed the bill without a dissenting vote. The bill was messaged to the Senate—and what happened? For some reason, it was referred to the committee on Municipal Corporations. It's difficult to see what that committee has to do with foods, marketing propositions or the dairy industry. But it is in the hands of that committee, and the opponents of the bill asked for and were granted a hearing. This hearing was held on Monday, March 6th. It has taken just one month for the bill to advance to its second hearing.

What does this program mean? Can it be that the passage of the measure in the Senate might be so far delayed that a veto, on the part of the governor could not be acted upon before the adjournment of the legislature?

Truly there are devious ways of blocking the flow of legislation.

### Virginia Hearing

On March 1st a hearing was held in Richmond, Virginia before the agricultural committee of the Senate of Virginia.

The bill, Senate Bill 224, in Virginia, in addition to defining various dairy products, prohibits the manufacture and sale of filled milk, also establishes standards for ice cream and regulates the sale of "remade" or "reconstituted" milk and cream.

This bill has since been favorably reported out by the committee before which the hearing was held.

The presentations of the proponents of these bills have been forceful and to the point. R. W. Balderston and A. A. Miller, of the Inter-State Milk Producers Association, Dr. E. V. McCollum, international authority on nutrition and professor in the School of Hygiene, Johns Hopkins University, Baltimore, Md., have been active in this work. They have been assisted by local representatives of the dairymen and farmers as well as the various local organizations of the women, home economics and extension workers. C. W. Holman, executive secretary of the National Milk Producers Federation assisted at the Virginia hearing, which was under the direct charge of O. A. Thomas, of the Virginia Farmers Union.

### Undernourished Children Fed Compounds

The work of preparation for these hearings covers a very extensive field. Recent developments have shown specific cases of child and baby feeding. In instances these include feeding of children which have been in public nutrition classes endeavoring to have health and normal conditions restored. These cases have been fully substantiated.

The field of activities in fighting filled or oiled milk is steadily expanding, and without doubt, efforts will be made to have the legislatures of every state, as fast as they convene, pass bills prohibiting the manufacture and sale of these filled milk compounds.

### ASSOCIATION FIELD ACTIVITIES

The expected activities in field work by representatives of the Inter-State Milk Producers Association have been interrupted to a considerable extent during February owing to weather conditions and impassable roads in many districts.

Not only has it been impossible for association officers to reach points where meetings were to have been held, but it has been impossible at times for dairymen themselves to reach the meeting places.

Still a good share of the proposed meetings have been held, market conditions discussed and the object and methods of the organization more clearly laid before the members. Greater co-operation of the local organizations with the Inter-State itself is being urged. Closer contact of the officers of the locals with the parent organization is also most desirable so that the spirit and benefit of co-operation methods may result in greater benefit to all concerned.

Very frequently the uninformed member is inclined to think that he is receiving no benefit from his organization. It takes but a few words of explanation to any reasonable man to show him that a large return is made by organized effort and that by a little more co-operation and enthusiasm on his part, even greater benefits on the whole are possible.

When the Inter-State Milk Producers Association representative is booked for a meeting in your district, make it your business to attend, and if your neighbor don't happen to be a member bring him along so that he too can be advised as to the value of co-operation and of your particular organization.



## This Means You

### MANURE FOR NEW SEEDING

Manure will improve the new seeding, practice has shown. Where the land is poor and the new seeding none too thrifty, a spring dressing of manure is most desirable. Where the manure is reinforced with 30 to 40 pounds of acid phosphate to the ton, or where it is supplemented by a broadcast application of 200 to 300 pounds of acid phosphate, even better results may be expected, workers at the New York State College say. However, where the new seeding is thrifty, the manure can be employed to better advantage on other crops. In this case, acid phosphate should be applied to the new seeding, unless the preceding small grain crop was liberally fertilized.

Test and weigh that boarder cow's milk for a month this winter when the farm work is not pushing, and determine if she is paying for her feed, the extra labor, milking and care. A milk testing outfit can be purchased at a small sum from one of the dairy supply houses.



**CARBOLA**  
The Disinfecting White Paint

A WHITE paint and disinfectant combined in powder form that is ready to use as soon as mixed with water, and is applied with brush or spray pump. Will not clog the sprayer, has no disagreeable odor and doesn't flake, blister or peel off. It can be applied to wood, brick, stone, cement or over whitewash.

Used Instead of  
Whitewash and Disinfectants in  
Stables Dairies  
Hog Houses Cellars  
Poultry Houses Outbuildings

Makes work easier to do  
Saves time, labor and money  
Gives better results

Trial packages . . . . . 30  
10 pounds (10 gals.) . . . . . 1.25  
20 pounds (20 gals.) . . . . . 2.50  
50 pounds (50 gals.) . . . . . 5.00  
200-pound bags . . . . . 18.00

25% extra in Texas and Rocky Mountain States

Your hardware, paint, drug or seed dealer has Carbola or can get it. If not, order direct—prompt shipment by parcel post or express.

CARBOLA CHEMICAL CO., Inc.  
299 Ely Ave. Dept. W. Long Island City, N.Y.

## DOUBLES THE VALUE OF HIS COWS

Uses Kow-Kare with Grain Feed with Wonderful Results

This Yankee dairyman knows the value of increasing the milk yield through perfect cow-health. R. D. Johnson of Groton, Conn. writes:

"Have used your Kow-Kare for the past two years, and have never fed cows any grain without giving one tablespoonful of Kow-Kare. I have positively doubled the worth of cows. I bought a cow a year ago for \$15 and she was giving fourteen quarts per day, and she has just freshened again three weeks ago, and I am getting twenty-four quarts per day, and Kow-Kare made this cow. Have four others that I bought that were giving from fourteen to sixteen quarts and now I am getting twenty-two quarts per day from them."

Kow-Kare is a valuable winter aid in the cow barn because it keeps the assimilation and digestion in healthiest condition when the feed must be mostly concentrates and roughage. Winter housing and feeding reduce the vitality and activity of the milk-making organs. Kow-Kare restores and keeps digestive and genital functions healthy. Breeness, Abortion, Scouring, Bunches, Milk Fever, and Loss of Appetite are brushed by using Kow-Kare as directed.

The milk yield tells the story of the healthy herd—and poor milkers mean a loss. Let Kow-Kare help you to a bigger dairy profit. General stores, feed dealers and druggists sell it at the new reduced prices—65c and \$1.25.

DAIRY ASSOCIATION CO., INC.,  
Lyndonville, Vt.

Write today for this valuable book on diseases of cows.



FREE BOOK

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# Sanitary Dairying

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Complete set for \$8.40 on special short time offer. Price of articles separately total \$9.40—You save \$1.00

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Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

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Chlorine Solution to Sterilize Milk Utensils Write for information  
Dr. Lee H. P. Maynard, Milk Expert H. C. Campbell, B.S., M.D., Ph.G., Chemist  
Dr. H. S. Johnson, Bacteriologist Ralph Fort, Assistant  
Branches at Washington, D.C. Pittsburgh, Pa. Baltimore, Md. St. Louis, Mo.

### REPORT OF SOUTHERN YORK COUNTY ASSOCIATION Wm. M. Klinedinst, Tester

During the month of January, 1922, 23 herds including 299 cows were on test in the Southern York County Cow Testing Association. Of this number 36 produced over 40 lbs. of fat and 38 produced over 1000 lbs. of milk, while 10 produced over 50 lbs. of fat and 17 over 1200 lbs. milk.

The highest herd average was that of J. S. Murphy, Woodbine, Pa., whose herd of 22 Grade Holsteins averaged 1357 lbs. of milk and 48.4 lbs. of butterfat.

The highest single record was that of Eliza Jane, owned by John S. Murphy, Woodbine, Pa., which produced 2096 lbs. of milk and 85.9 lbs. of butterfat.

The ten highest producing cows in butterfat for the month were as follows:

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
J. S. Murphy	Eliza Jane	G. Hol.	2096	4.1	85.9
Dale Kilgore	Loessie	G. Hol.	1423	4.6	65.5
J. S. Murphy	Segis	R. Hol.	1860	3.3	61.4
J. S. Murphy	No. 4	G. Hol.	1352	4.5	60.8
Stewart Bros.	Lady	G. Hol.	1435	4.2	60.3
J. S. Murphy	Sallie	G. Hol.	1764	3.2	56.4
J. S. Murphy	Mary	R. Hol.	1522	3.6	54.8
J. S. Murphy	Reddy	Mixed	1094	5.0	54.7
J. M. Galbreath	Mary	G. Hol.	1290	4.2	54.2
Dale Kilgore	Helen	G. Jersey	927	5.8	53.8
D. W. Bay & Son					

## The C-B-W Calendar



Send for our Dairy Farm Supply Catalog—prepared for the dairy farmer only. We have just issued a new Price List for it. Send for a copy of each!



## Our New Sign

A sign—a trade mark—is a sort of concentrated photograph that pictures a business; its factories, its offices, its warehouses; the people who work in them; the character of the business—its progressiveness, its service, its standard of quality and all the other things that breed respect and good will for that business.

Our new sign makes use of a symbol that stands for forty years of service to the dairy industry. You will recognize the "Best Ov" it. We expect our new trade mark to live up to the reputation of its parent. We expect it to have the same large number of friends.

You will benefit by our expansion—larger stocks—more factories—greater purchasing power—lower prices—highest grade goods. Let us quote you by phone, mail, or at our store.



Next to the Stanley Theatre

**Cherry-Bassett-Winner Company**  
1918 Market Street  
PHILADELPHIA

Successors to PHILA. FARMERS & DAIRYMENS SUPPLY CO.  
Dairymen Supply & Construction Co., Pittsburgh  
Cherry-Bassett Co., Baltimore and Philadelphia



## Penshurst Ayrshires

### NOTED FOR

- 1st. First Accredited herd in the State.
- 2nd. Large size, many cows weighing over 1400 lbs.
- 3rd. World's champion production records. Five cows average 21889 lbs. milk, 1017 lbs. butter.
- 4th. Economical production. Five pounds of milk for one pound of grain.
- 5th. Milk that meets exactly the standard for Certified Milk.
- 6th. Reasonable prices for cattle. Young bulls that will increase the production of your herd, some from dams testing over 4½%. Prices as low as \$100 each.

Write for Pictures and Pedigrees

**PENSHURST FARM NARBERTH, PA.**  
(7 Miles from Philadelphia)

## For Sanitary Wash

IN

Punctures Scratches White Scours  
Contagious Abortions  
Mange Exzema Skin Diseases  
Parasites, internal and external  
Ulcerations and Pus Formations

USE

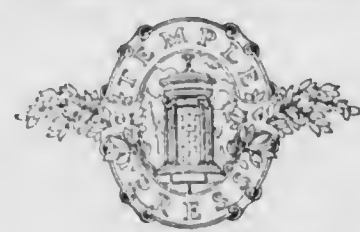
## THERA-POGEN

(in Pints, Quarts and Gallons)

the wonderful Healing Agent and ideal Antiseptic and Deodorizer  
If you cannot get it from your Veterinarian or Druggist  
write us their name and obtain free booklet.

THEODORE MEYER, Sanitation Chemist, 213 S. 10th St., Philadelphia

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DESIGN  
YOUR  
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PEDIGREE  
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BELL PHONE NO. 1 WEST CHESTER, PA.

### STOP YOUR LOSSES FROM BREEDING DISEASES

USE

## Dr. Conn's Cattle Minerals and Uterine Capsules

Abortion usually occurs at the time of the largest foetus growth or at from 5 to 7 months.  
Dr. Conn's Cattle Minerals supply the lacking minerals and insure the health of cow and calf and a greater milk flow.  
Dr. Conn's Uterine Capsules disinfect the uterus and bring about a rapid return to normal. They are safe and easy for anyone to use. A trial will convince you.

Dr. Conn's Uterine Capsules, box of 12, postpaid \$3.00  
3 boxes, 36 capsules, postpaid \$8.00

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**THE HILL FARM AND DAIRY SUPPLY CO.**  
COATESVILLE, PA.

TRADE MARK **NICE** REG. U.S.A.

## THE NAME TO GO BY—WHEN YOU GO TO BUY PAINTS AND VARNISHES

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To obtain better results use a  
**THATCHER (batch) FEED MIXING MACHINE**  
Thoroughly mixes Molasses, Semi-Solid  
Butter Milk, Concentrates, or Roughage.  
THATCHER MANUFACTURING CO.  
1202 Harrison Bldg. PHILA., PA. M. & P. R. & E. King St. YORK, PA.

## COW TESTING ASSOCIATIONS

### CHESTER COUNTY REPORTS FOR MONTH OF JANUARY

Out of the 1480 cattle tested in Chester county during January, 133 produced over 40 lbs. fat; 50 over 50 lbs. fat; 177 over 1000 lbs. milk, and 82 over 1200 lbs. milk. 31 cows are on official test; 19 were disposed of as unprofitable.

The ten highest producing cows in butterfat for the month were as follows:

Owner	Address	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Gilbert Smedley	Guthrieville	Holstein	2337	4.1	95.8
Rowland Evans & Son	Glen Mills	"	2517	3.3	83.1
M. L. Jones	Westtown	"	2179	3.4	74.1
E. P. Allinson	West Chester	"	2108	3.5	73.8
M. L. Jones	Westtown	"	1922	3.7	69.1
E. P. Allinson	West Chester	"	2298	3.0	66.8
Walter McIlvaine	Downingtown	"	1801	3.7	66.6
Stephen Trimble	Concordville	"	1500	4.3	64.5
Walter McIlvaine	Downingtown	"	1791	3.6	64.4
E. P. Allinson	West Chester	"	2207	2.9	64.0

### THE PROVIDENCE COW TESTING ASSOCIATION

Elkton, Cecil County, Maryland

Mr. Howard H. Heilemann, Tester

The ten highest producing cows in butterfat for the month were as follows:

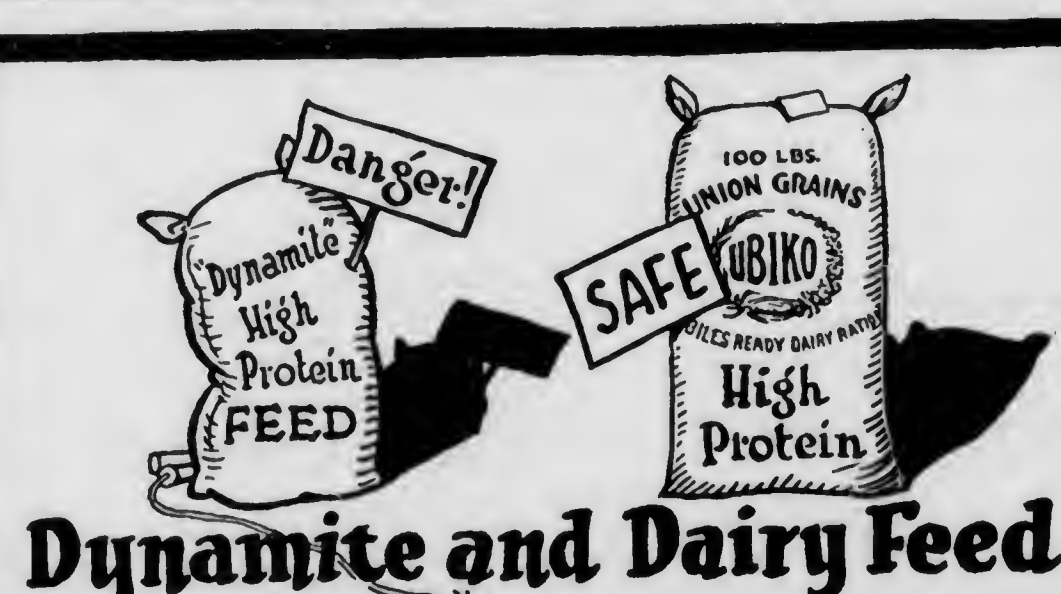
Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
Harvey Anderson	No. 5	G. Jersey	1782.5	4.9	87.34
J. Irwin Dayett	K. P. L. Marion	P. B. Hol.	2430.4	3.0	72.91
Ed. Moore	Star	G. Hol.	976.5	6.5	63.47
H. B. Crowguy	No. 58	P. B. Jersey	1106.7	5.2	57.55
J. Irwin Dayett	Maid	P. B. Hol.	1860.0	3.07	57.10
Harvey Anderson	No. 14	G. Hol.	1326.8	4.3	57.05
H. B. Crowguy	No. 44	P. B. Jersey	1128.4	5.0	56.42
Harvey Anderson	No. 7	G. Jersey	1156.3	4.8	55.50
Mackey Brothers	No. 15	Durham	1320.6	4.2	55.47
J. Irwin Dayett	Little Blacky	P. B. Hol.	1745.3	3.16	55.15

### CUMBERLAND COUNTY ASSOCIATION

The report of the Cumberland County Cow Testing Association shows that 26 herds with 280 cows in milk were tested in January. Four unprofitable cows were sold. Sixty-seven cows produced over 40 and 28 over 50 pounds fat; 85 cows produced over 1000 and 57 over 1200 pounds of milk.

The ten highest producing cows in butterfat for the month were as follows:

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
G. L. Strock	Beatrice	R. H.	2232	3.7	82.6
I. V. Otto	Moonie	R. H.	2517	3.1	78.0
G. L. Strock	Ruby	R. H.	2229	3.4	75.8
E. C. Ludd	Bluey	G. H.	1736	4.24	73.7
J. B. Meixel	Ada	R. H.	2480	3.03	73.6
I. V. Otto	Priscilla	R. H.	2077	3.5	72.7
G. L. Strock	Jesse	R. H.	1504	4.6	69.2
J. W. Miller	Freiz	R. H.	1725	4.0	69.0
Albert Thomas	Ritter	G. H.	2142	3.2	68.9
G. L. Strock	Princess	R. H.	2000	3.4	68.0



## Dynamite and Dairy Feed

Dynamite is safe—if used with discretion.

Protein is safe—if used with judgment.

Both are dangerous if used carelessly.

High protein feeds are milk-producers, but unsafe to feed if the protein is secured from one or only a few concentrates. Feeding of one high protein feed alone—like cottonseed meal—will force milk production, but will burn out your cows, and may cause abortion.

When protein is secured from a combination of many grains—then high protein analysis is safe. Union Grains contains 24% protein, derived from a scientific combination of Corn, Distillers Grains, Gluten Feed, Brewers Grains, O. P. Linseed Meal and choice Cottonseed Meal. This combination makes the proteins readily digestible and safe to feed every day, the year round, for record-making as well as in commercial dairies.

6. UNION GRAINS is safe to feed.

1. UNION GRAINS is strong in digestible protein.

2. UNION GRAINS is low in fibre content.

3. UNION GRAINS is low in moisture.

4. UNION GRAINS is light and bulky—highly digestible.

5. UNION GRAINS is palatable.

UNION GRAINS was the first commercial dairy feed made.

It has given continuous satisfaction for over 20 years.

Write us for free milk record sheets

**THE UBIKO MILLING COMPANY**

CINCINNATI, OHIO



6-21

## FARMERS WIN THEIR BIGGEST FIGHT

Capper-Volstead Co-operative Marketing  
Bill Signed by the President

(Continued from page 1)

contained therein, a notice of hearing, specifying a day and place not less than thirty days after the service thereof, requiring the association to show cause why an order should not be made directing it to cease and desist from such monopolization or restraint of trade. An association so complained of any at the time and place so fixed show cause why such order should not be entered. The evidence given on such a hearing shall be reduced to writing and made a part of the record therein. If upon such hearing the Secretary of Agriculture shall be of the opinion that such association monopolizes or restrains trade to such an extent that the price of any agricultural product is unduly enhanced thereby, he shall issue and cause to be served upon the associations an order reciting the facts found by him, directing such association to cease and desist from monopolization or restraint of trade. On the request of such association or if such association fails or neglects for thirty days to obey such order, the Secretary of Agriculture shall file in the district court in the judicial district in which such association has its principal place of business a certified copy of the order and all of the records in the proceeding, together with a petition asking that the order be enforced, and shall give notice to the Attorney General and to said association of such filing. Such district court shall thereupon have jurisdiction to enter a decree affirming, modifying, or setting aside order, or enter such other decree as the court may deem equitable, and may make rules as to pleadings and proceedings to be had in considering such order. The place of trial may, for cause or by consent of parties, be changed as in other causes.

The facts found by the Secretary of Agriculture and recited or set forth in said order shall be prima facie evidence of such facts, but either party may adduce additional evidence. The Department of Justice shall have charge of the enforcement of such order. After the order is so filed in such district court and while pending for review therein the court may issue a temporary writ of injunction forbidding such association from violating such order or any part thereof. The court may, upon conclusion of its hearing, enforce its decree by a permanent injunction or other appropriate remedy. Service of such complaint and of all notices may be made upon such association by service upon any officer or agent thereof engaged in carrying on its business, or on any attorney authorized to appear in such proceeding for such association, the officers, and members thereof, and such service shall be binding upon such association.

The efforts of the opposition to the House bill, led by Senator Walsh of Montana, and supported in debate by Senators Brandegee of Connecticut, King of Utah, and Nelson of Minnesota, were directed primarily against milk producers associations around large cities and against some of the California co-operatives. In such localities, these Senators claimed that it would be possible for farmers to form

oppressive monopolies. It was pointed out by the friends of the House bill that milk producers associations must of necessity control the major part of the product required by metropolitan cities in order to enable the farmers to deal on terms of equality with the highly organized distributors of bottle milk and the highly organized corporations who own strings of condensereries throughout the nation.

The history leading up to this legislation is interesting. Desire for a bill of this character began with the member associations comprising the National Milk Producers' Federation. The difficulties that these associations were having in various parts of the country where indictments had been brought against them charging violations of state anti-trust acts, threatened to undermine the progress of cooperative milk marketing. The leadership of the National Milk Producers' Federation brought the matter up before the National Board of Farm Organizations at a meeting in 1918. A committee was appointed by the National Board of Farm Organizations, consisting of President Milo D. Campbell of the National Milk Producers' Federation and John D. Miller, vice-president of the Dairyman's League. These gentlemen prepared a bill and had it introduced by Senator Capper in the Senate and Representative Hersman of California in the lower house. It was known as the Capper-Hersman bill and it granted a greater measure of exemption from Federal anti-trust laws than is given in the bill which has become a law.

This bill, introduced early in 1919, was referred by both Senate and House to the Committees on the Judiciary. Notwithstanding the fact that it had the endorsement of most farm organizations then in existence and the later endorsement of officers of the American Farm Bureau Federation after it was formed, no efforts could induce a report.

Conferences, however, with Chairman Volstead of the House Committee, resulted in the agreement by the various farm organizations to a substitute bill which embodied in almost every particular the House bill which passed the Senate. This bill passed the lower house in the Sixty-sixth Congress by an overwhelming vote. It was macerated by the Senate Committee on the Judiciary and the Senate in that Congress sustained the Committee. The bill died in conference, but was reintroduced early in the special session of the present Congress by Representative Volstead. Again it passed the lower house by a great majority.

Meantime Senator Capper had introduced the identical bill in the Senate and it was referred to the Committee on Agriculture. That Committee was occupied with consideration of packer legislation and unable to give it consideration. The House thereupon acted upon the bill and the House bill on reaching the Senate was referred to the Committee on the Judiciary. An extended series of hearings were held by this Committee last summer with the result that the Committee reported substitute bill nullifying the purposes of the House bill.

When the matter was finally threshed-out, the Senate by a vote of 56 to 5 reversed its position of a year ago and turned down one of its most important committees. This constitutes one of the greatest victories ever won by farmers.

## DEPENDABILITY



## UNIFORMITY



HAVE you ever considered the relationship between threatened fire loss, the cost of your insurance and concrete construction?

If you build a substantial concrete garage in which to house your pleasure car, auto-truck and tractor, the problem is solved. Fire loss is reduced to a minimum, your insurance is lowered and the cost of repairs and upkeep to your garage is practically done away with.

Go to the nearest Atlas dealer and talk over your problem with him. He can help you. Back of every Atlas dealer is the service established by The Atlas Portland Cement Company. Rules for mixture, the making of forms, and other details of construction are available, for the Atlas Company realizes that the sale of cement is only a small detail in creating a satisfied customer.

Atlas Service—practical, helpful aid to farm building construction—is the real help to the farmer in which The Atlas Portland Cement Company takes a just pride.

## THE ATLAS PORTLAND CEMENT COMPANY

New York Chicago Birmingham Boston  
Philadelphia St. Louis Des Moines Dayton



Healthy, Pure-Bred  
Foundation  
Stock

# CHESTER COUNTY

Healthy, Pure-Bred  
Foundation  
Stock

"THE COUNTY THAT COUNTS"

## Guernseys

### Maple Shade Farms

60 Registered  
Guernseys

The cows that give the high priced milk

Federal Accredited Herd No. 8430

#### HERD SIRES

Laverna's Ultra May King  
24660 A. R.

Gerar Pearl's Royal 58411

His six full sisters have eight A. R. records averaging 14371.4 lbs. milk 704.96 lbs. butter fat but two of which were made as aged cows.

M. T. PHILLIPS  
Pomeroy, Pa.

## Guernseys

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#### HERD SIRES

LANGWATER HERO  
No. 39634

Son of Langwater Heroine, A. R. record, 16221.1 lbs. milk, 805.64 lbs. fat in Class D.

LANGWATER ROYAL  
25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

M. M. Hollingsworth & Son  
Landenberg, Pa.

ACCREDITED HERD



### Crystal Farm Herd

Made the largest yearly average in the

West Chester  
Cow Testing Association  
WINTERTHUR JOHANNA  
PRILLY SEGIS 206498  
Won Senior and Grand Champion for two years at the West Chester Fair. His daughters show great individuality and production.

It Pays to Breed to Him.

#### FOR SALE

Four cows bred to this bull.  
Four heifers bred to this bull.  
Four of his daughters not bred.

Charles J. Garrett  
West Chester, Pa.  
FEDERAL SUPERVISION

## Holsteins

### Towns End Farms

OFFER A YOUNG HERD  
Consisting of five to ten well bred heifers sired by

Prince Segis Fayne  
Pietertji 6th

and mostly out of A. R. O. dams  
The bull, just a year old, is

KING ECHO SYLVIA DE KOL

His dam has just made 24 lbs. and his sire is a 30 lb. brother of Carnation King Sylvia, the \$106,000 bull.

Here is a real bargain and a good start for some breeder.

E. P. Allinson  
WEST CHESTER, PA.

ACCREDITED HERD

## Jerseys

### Financial Sensation

153793

"The Best Bred Bull in the World"

Heads the Herd at

### Greystone Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

## Jerseys

### BULLS

A Few Choice Heifers

from

A. R. O. Cows

sired by

Financial Satin Noble

\$100 and Up

80 to Pick From

HIGHLAND FARMS

West Chester, Pa.

ACCREDITED HERD

## Ayrshires

### Westtown School Farm

WESTTOWN, PA.

Our herd is headed by two splendid young bulls.

#### PENSHURST SANDY

Prize winner at National Dairy Show 1921. A son of Netherton Statesman Imported and grandson of The Champion of Scotland Brae Rising Sun.

#### BARON'S ITHAM OF WESTTOWN

Son of Baron's Best of Bargaenoch Imported, one of the ten highest producing bulls of the breed.

#### FOR SALE

Grandsons of Baron's Best of Bargaenoch Imported from high producing officially tested cows.

Federal Tuberculin Tested

## Ayrshires

### Ayrshires

#### CONSTITUTION QUANTITY CONFORMATION QUALITY

Breeders of Bloomer's Queen, 4-yr.-old, 21820 lbs. milk, 1005 lbs. butter.

We sold 12 heifers in 1920 which averaged 12178 lbs. milk with first calf.

The Champion Jr., 3 yrs. old, who produced 16448 lbs. milk, 650 lbs. fat.

We offer 10 cows, 20 heifers and bulls which will increase the production of milk and fat.

FARMERS PRICES

James Deubler's Sons

Berwyn, Pa.

ACCREDITED HERD

## TEN REASONS WHY A FARMER SHOULD USE A SILO

By A. L. Haesker

1. As the principal business of farming is to make money, the silo, especially on the stock farm, will best accomplish this end.

2. Corn silage is the farmer's cheapest source of digestible carbo-hydrates. As this is the principal food element required by our domestic animals it certainly is wise to provide it.

3. Summing up all the experiments conducted by some twenty-three different state experiment stations over a period of fifteen years, silage has proven the most economic food for the production of stock and stock products.

4. There are about one-half million silos now in use in the United States, and it is difficult to find a user who is not more than pleased with the results from his silo. Silo salesmen use as a slogan "Ask the man who has a silo."

5. The greatest expense connected with the live stock business is the cost of feeding the animals. The silo will lower this cost and therefore it should be one of the first considerations of the stock keeper.

6. The silo stands every ready as an insurance against many of the common crop failures, especially such failures as damages from early frost, drought, and hail. Wet seasons often prevent the putting up of a crop of clover or alfalfa; this can be saved in the silo. Whatever is grown in the way of forage can be siloed and preserved for future use.

7. The silo is a labor saving equipment and it saves in storage space. Eight times more feed can be stored in the silo than in the mow. Cattle can be fed quickly and easily from the silo as it is in a condensed form close to the point of feeding and is always in condition for feeding. Many feeding arrangements require the hitching up of a team to a wagon or cart and the hauling of feed from one place to another. A silo properly placed will do away with this.

8. Silage is a succulent, grass-like feed, easily digested, and seems to stimulate digestion. It has much the same effect as grass, giving thrift to the animal; and less sickness is experienced among the stock when good silage is fed. Silage stimulates the milk flow and all milking stock should receive it. Silage is cooling and appetizing and it prevents many of the troubles resulting from the over feeding of concentrates.

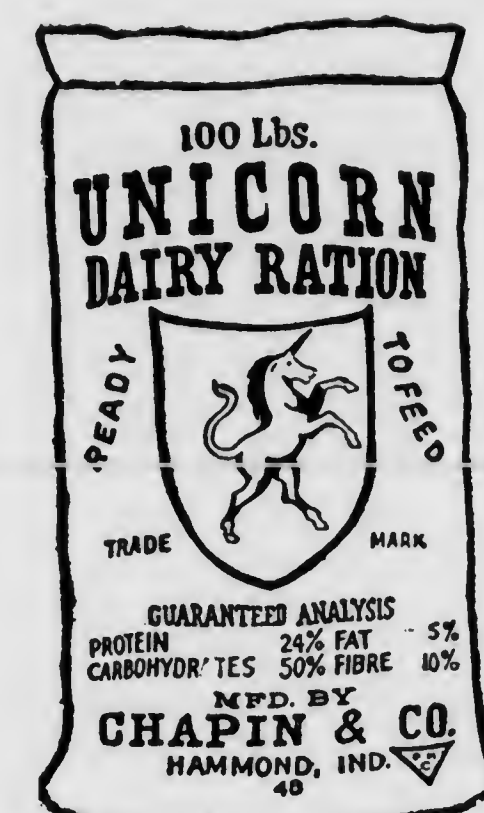
9. Experiments and experience have taught that the most profitable feeding is liberal feeding, such as will supply the animal with its requirements. Quick growth is profitable growth, large production is profitable production, and the feeder of silage is more inclined to feed well, which means profitable feeding.

The man with the silo is supplied with a large amount of good feed and in emergency it can be carried over for several years and still can be used with good profit.

10. Competition is keen in all lines of industry and the stock keeper with a silo has an advantage over his neighbor without one. In order to compete with the silo keeper, all stock keepers must use silos. World competition in growing stock and producing stock products will require the American farmer to use the best and most economical means. With the silo we need fear no competition from any country of the world.

Work hard, buy what you need; prosperity is just 'round the corner.

—Rotary Club Members.



Main Office:  
327 S. La Salle Street  
Chicago, Ill.

## Three Mistakes

Prof. Eckles says that three common feeding mistakes are:

1. Lack of liberal feeding.
2. Lack of sufficient protein.
3. Lack of individual feeding.

Dairymen can avoid making these mistakes by using Unicorn as the base of the ration because:

1. Unicorn, with its high percentage of digestible nutrients, enables the cow to get a greater food value out of fewer pounds of grain.
2. Unicorn, carrying more digestible protein than the average home-mixed ration, also has the advantage of getting these proteins from a variety of ingredients of recognized feeding value.
3. By feeding Unicorn with suitable amounts of corn and oats, you can give each cow individual feeding with the least labor. Unicorn-fed herds are well-fed herds.

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Your battery lasts longest when we handle it.

OUR SERVICE is unbiased and dependable.

Pusey & Young Storage  
Battery Station

WEST CHESTER, PA.

COATESVILLE, PA.

## Number of Purebred Cattle on Farms Placed at 1,981,514 Head

The number of purebred cattle on farms in the United States on January 1, 1920 was 1,981,514 or 3% of the total number of cattle (66,810,836), according to the Census Bureau.

The states reporting the largest numbers of purebred cattle were as follows: Iowa, 171,645; New York, 155,185; Wisconsin, 137,527; Texas, 113,107; Illinois, 109,996; and Missouri, 102,939.

The percentage of all cattle which were purebred ranged from less than 1% in Louisiana and Florida to 9.3% in Massachusetts. The states reporting the largest percentages of purebred cattle in 1920 were Massachusetts, with 9.3%; New Hampshire, with 7.7%; New York, with 7.2%; Vermont, with 6.8%; New Jersey, with 6.5%; Connecticut, with 6.3%; and Maine, with 6.1%. These states are interested primarily in raising cattle for dairy purposes.

The young calf should be fed whole milk for at least three weeks and then gradually changed to skim milk with the addition of grain and hay, say specialists at the Pennsylvania State College school of agriculture. A dry, airy stall, admitting an abundance of sunlight, provides a favorable environment for maximum growth.



Scientifically correct for prevention and treatment of:

Contagious Abortion  
Barrenness  
Retained Afterbirth  
White Scours

or anywhere a Disinfectant is used

Powerful  
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Clean

B-K is a concentrated pure Sodium hypochlorite—such as is endorsed and used by leading veterinarians, physicians and breeders.  
CHERRY-BASSETT  
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MADISON, WIS.

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### Hood Farm Breeding Powder

The following letter proves the economy of using Hood Farm Breeding Powder constantly:

"Please send me a package of Hood Farm Breeding Powder. In the past, as a breeder of pure bred Holsteins, your Breeding Powder has saved and made many hundred dollars for me. I now have a cow with which I am sure that I will be successful in getting in calf, because I never had the Breeding Powder fail.

Very truly yours,  
Rufus C. Wells, Norwich, N. Y."

It pays to use Hood Farm Breeding Powder on every cow after calving. It makes them breed when it suits you.

Prices of Hood Farm Breeding Powder prepaid, \$1.15, \$2.75 and \$5.00.

Price of Hood Farm Flexible Injection Tube by mail, 90c, or with a \$5.00 order 75c.

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## More Roughage In Less Space

Don't depend on the mow, loft or shed to store your roughage.

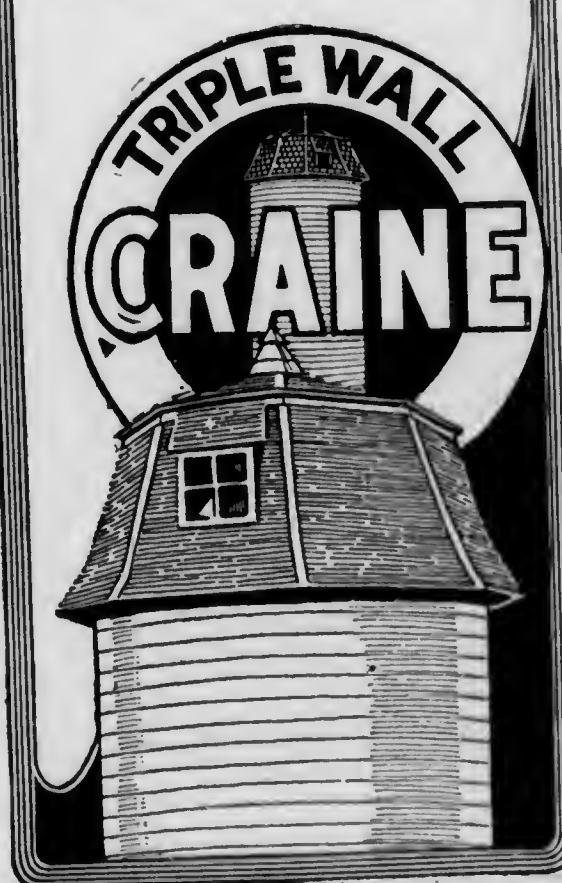
In a silo you can pack many times the amount a mow, loft, or shed will hold; and more than that, silage is a succulent, milk-producing food that your cattle will readily eat. Get a silo, fill it with corn, and see how your feed bills will quickly decrease.

The silo you need is the Craine Triple Wall. Three walls to keep out wind, rain, and cold, and to keep your silage in perfect condition.

If you now have a twisted or saved-in silo endangering your other buildings, rebuild it into a beautiful Craine at half the cost of a new silo. Our free catalog tells the story. Send for it.

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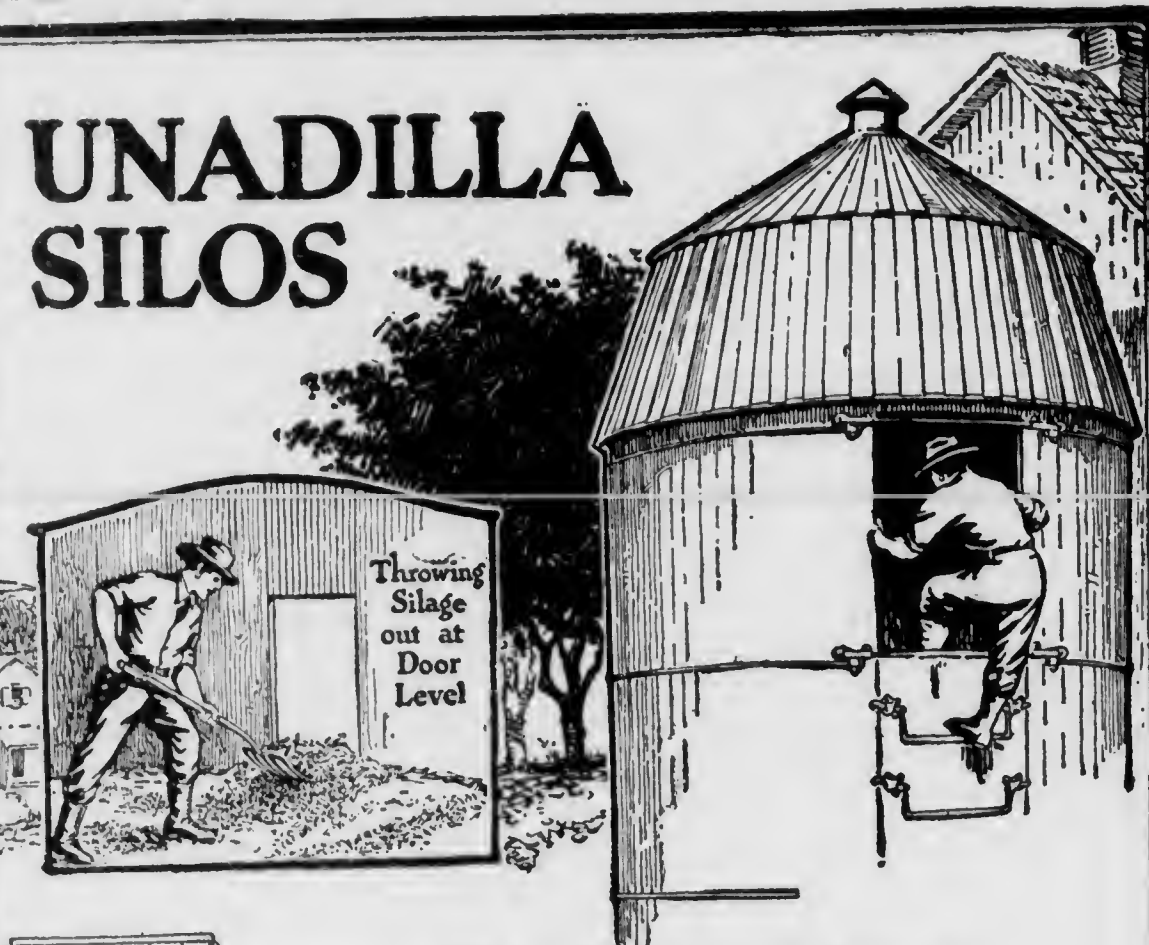


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MILK  
EVERYBODY

This Means You



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### For Convenience and Safety

The Unadilla door frame gives a continuous opening through which silage is shoved out at the door level, gravity doing the work in the same way as water is carried over a dam.

The door-fasteners make a wide, safe ladder directly under the door opening. Doors are opened automatically upon raising the fasteners. They neither stick nor freeze in and are air and water tight. You can easily adjust all hoops of the silo from this safety ladder, thus prolonging its life.

The many features, which have helped make Unadilla known as the Silo of Convenience and Quality, are all found in the 1922 catalog, and prices are at 1917 levels with additional discounts for early orders.

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is high grade in every particular. Made daily in our clean dairy from fresh buttermilk, packed in barrels, 310 and 525 lbs. each—4¢ per lb. 100 lb. drums—4¢ per lb. 47 lb. drums—5¢ per lb., f. o. b. Philadelphia.

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Two Chicken Gape Worm Extractors for 25 cents, coin. 15 for one dollar, cash or postal order, no experiment. Used successfully by poultrymen throughout the U. S. for 25 years.

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The sure way to have a more productive garden is to use as your guide—

### The Maule FREE Seed Book

Send a postal today for your copy of the wonderful 176 page 1922 edition.



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Once Grown Always Grown

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### BACK TO PRE-WAR PRICE Monarch Dairy Sterilizer \$2.00 PER GALLON

If your dealer does not carry Monarch, we will ship direct Express Prepaid.

A powerful Germicide and Disinfectant—Phenol coefficient 10 plus—Absolutely non-poisonous.

Bring the upkeep of your Milker Down

Write for 3-oz. sample bottle of Monarch, enough for 7 milkings.

Monarch Laboratories, Inc.  
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S. C. Buff Leghorn Hatching Eggs  
\$7.00 per 100, \$1.50 per 15. Fine stock  
Orders booked for Registered Chester White Pigs.

JOHN C. SUTTON Blacks, Md.

## FARM WAGE RATES DECLINE 37 PER CENT. DURING 1921

Wages Drop to \$43.32 a Month Without and \$3.14 a Month With Board—Still Above Prewar Monthly Rates

Farm wage rates in the United States dropped approximately 37% during the calendar year 1921, reaching an average of \$43.32 per month without board and \$30.14 per month with board, according to data recently compiled by the U. S. Department of Agriculture.

Farmers who were employers did not profit by this drop in farm wages, as the prices of the things they produced and sold, likewise declined in about the same proportion as wage rates. The average value of crops is estimated to have dropped about 37% in 1921 and live stock prices were also much lower.

### Food Prices Also Drop

So far as the farm laborer was concerned the 37% decline in his wages was in large part compensated for by the reduced wholesale prices of the food consumed by his family. The laborer generally buys most of his supplies from his employer at wholesale rates rather than from a retail store. The Bureau of Labor Statistics, Department of Labor, estimates a drop of 27% in retail food prices during 1921. The general decline on wholesale prices is frequently estimated as 40% on the average.

Day labor in harvest time during 1921 received \$2.79 per day without board and \$2.24 per day with board. Outside of harvest time the sum of \$2.22 per day without board was paid and \$1.98 with board. These rates do not include various supplementary allowances such as milk, cow pasturage, firewood, and the like.

The smallest decline with respect to method of hiring, 33%, was for labor hired by the month without board, and the largest decline, 40%, was for day labor with board outside of harvest time. With respect to geographical divisions the largest decline was in the South and in the North Central States west of the Mississippi River. In the Mountain and Pacific States, the decline was 35%; in the North Central States east of the Mississippi River, 33%; and in the North Atlantic States, 27%. The smaller declines occurred in industrial sections.

The farm wage rates of 1921 were still much higher than those of 1913, the year before the World War, with a range from 41% above for hirings by the month with board to 48% for day labor outside of harvest time without board. Part of this gain might have come to farm wages had there been no war, since the records of the Department of Agriculture extending back to 1866 show a tendency for farm-wage rates to rise from year to year.

Cost of board, often including lodging, is not generally reckoned by farmers with precision, but the allowance for this appears in the difference between the rates with and without board. In hiring by the day in and out of harvest, the board allowance is 55¢ and 54¢, respectively, while in hiring by the month it is \$13.18 or 44¢ a day.

Good feeding is necessary for milk production. The Scotch say "it is by the head the cow gives milk."

Former Senator Kenyon, of Iowa, says that organized agriculture is the strongest and most hopeful single force in American political economic and social life today.

## SIMPLE RULES GIVEN FOR MEASURING FARM PRODUCTS

The following rules for estimating quantities of produce in bulk are given by the United States Department of Agriculture. All measurements are in feet and tenths of a foot.

To measure wheat, oats, barley, rye, buckwheat, and shelled corn in bins.—Multiply inside length and width of bin together, then multiply that product by the average depth of grain in the bin. This gives the cubic feet, which, divided by 5 and multiplied by 4, gives approximately the number of bushels of grain.

To measure ear corn in bins or cribs.—For structures with perpendicular sides, multiply inside length and width together, then multiply that product by the average depth of the corn in the bin or crib. Where the crib or bin sides are flared or sloped the width must be determined by measuring both at floor and top of corn pile. Adding these two widths together and dividing by two gives the average width measurement, which in such cases is the correct one to use. Dividing the cubic feet by 5 and multiplying by 2 gives the approximate quantity in bushels of shelled corn. For corn in the shuck, divide by 7 and multiply by 2. Multiplying the cubic feet by 8 and pointing off two decimal places gives the approximate quantity in "barrels" of ear corn. A "barrel" of ear corn is equal to 5 bushels of shelled corn or 10 bushels of ear corn, and its legal weight is 350 pounds.

To measure hay, straw and shredded stover in the mow.—Find the cubic feet by multiplying together the length, width, and average depth of the space occupied. The number of cubic feet in a ton will vary with the length of time the product has been stored. For inventorying purposes, figures based on storage for five months or more can be used. In general, it will be approximately accurate to use the following figures:

To get tons of hay, divide cubic feet by 550.

To get tons of straw, divide cubic feet by 625.

To get tons of shredded stover, divide cubic feet by 675.

To measure ricks.—Measure the distance from the ground on one side over the rick to the ground on the other side. To this add width of rick at ground. Multiply that sum by itself and multiply the product by the average length of the stack. For hay that has been stacked five months or more divide this last product by 75 and point off two decimal places to get the approximate number of tons.

To measure stacks.—Round stacks of forage vary greatly in the relative proportions of height and diameter, as well as in shape, but an approximately accurate simple rule can be given. In some cases of the unit, it is customary to use a certain average quantity of forage into each stack. Where this is done the quantities can be approximated by counting the number of stacks and multiplying by the average quantity per stack. A rule which will give fairly close figures for average-shaped stacks is to measure the vertical distance from ground to bulge, and add to this figure three-fourths the vertical distance from bulge to top; multiply this sum by the circumference of the stack at the bulge and multiply the resulting product by the circumference at the ground. Dividing this last product by 12 will give the number of cubic feet, approximately. For hay in uncovered ricks and stacks the number of cubic feet in a ton will vary from 400 to 500.

## The First Annual Consignment Sale

Under the auspices of

## MARYLAND STATE HOLSTEIN SALES COMPANY

at the TIMONIUM FAIR GROUNDS on  
**Thursday, April 6, 1922, at 12 o'clock noon**

### CONSIGNMENTS INCLUDE

State Class Leader in 305 Day Division in 3 year class, a daughter from a 20,000 dam; six daughters from 25 lb. dams; several prize winners at the Maryland State Fair; a number of high producing cows and exceptionally bred heifers, representing King of the Pontiacs, Ormsby Korndyke Lad, King of the Ormsby's, Colantha Johanna Lad and other lines of popular breeding.

GEORGE W. BAXTER, Auctioneer

### FOR CATALOGUE ADDRESS

W. R. WHITTINGHAM  
Corbett, Md.

W. H. CARROLL  
Ashland, Md.

Timonium is located on the Northern Central Branch of the P. R. R., 15 miles from Baltimore. Train leaves Baltimore 10.34, Union Station. Trolley from Baltimore every half hour via Towson.

## ANNUAL MEETING OF THE WEST WINSOR LOCAL

The annual meeting of the West Winsor, Mercer county, New Jersey local of the Inter-State Milk Producers Association was held in the township hall, Dutch Neck, Tuesday, February 7th.

The election of officers to serve for 1922 resulted as follows: President, Frederick Shangle, Trenton, R. D.; Vice President, Howard Fravel, Cranberry, R. D.; Secretary-Treasurer, Raymond G. Groendyke, Trenton, R. D.

Frank P. Willits, formerly president, now a member of the executive committee of the Inter-State Milk Producers Association, was the principal speaker. He spoke of his experiences at the National Agricultural conference at Washington, D. C.; also of the work of the Inter-State association and of the Dairy Council.

The meeting was well attended and there was a profound spirit of co-operation in association work.

The Farm Value of the thirty-three principal grain, vegetable and fruit crops of 1921 has been estimated by the Department of Agriculture at 5,676 million dollars compared with a value of 9,075 million dollars for similar crops in 1920 and 13,690 million dollars for these crops in 1919. The yield per acre fell 10% below average, but it is apparent that the farmer's income has been cut 40% during the past year and more than 60% in two years as evidenced by the amount he has realized from his grain, fruit and vegetable crops. His income from livestock has suffered even more.

## FOR SALE

### REGISTERED HOLSTEIN BULL CALVES

From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as Heifers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

L. V. OTTO BOILING SPRINGS FARM CARLISLE, PA., R 6

### HOLSTEIN FRIESIAN CATTLE

Young Stock of either Sex  
Always for Sale  
Herd Under Federal Inspection  
Free from Disease

William S. Ker, Carlisle, Pa., 9R.

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Live Stock  
Auctioneer  
WYCOMBE, BUCKS CO., PA.  
Sales Anywhere —Anytime



Improve Milk Quality  
Cool and separate milk at one time—halt germ growth—remove odor.  
GENUINE IMPROVED CHAMPION  
slope waste and loss—gives its cost in one week.  
Write for Free Folder.  
CHAMPION MILK COOLER CO.  
Dept. 22 Cortland, N. Y.

THE ORIGINAL EAR LABEL, used by many Record Associations and best breeders. Will identify your live stock and aid you in keeping breeding and production records. Samples free.  
C. H. DANA CO., 87 Main Street, West Lebanon, N. H.

### PHILADELPHIA (Wood Stave) SILOS

### CENTURY (Cement Stave) SILOS

### OPENING ROOFS

(Full silo without refilling)

Cutters Feed Trucks

E. F. Schlichter Co.

10 S. 18th St., Phila.



### Reading Bone Fertilizer

Quality Service Satisfaction

Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer.

Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.

## PUBLIC SALE

Wednesday, Mar. 15

1922, AT 12.30 P. M.

32 Registered Holstein-Friesian Cattle

6 Horses

Sale at "Samuel P. Knight Farm," on Bridgetown Pike, near Pottsville, Bucks County, Pa. Autos will meet at Somerset Station on the Philadelphia and Reading Railroad trains leaving Reading Terminal, Philadelphia, at 9.17 and 11.17 A. M., and trains arriving at Somerset from New York at 10.06 A. M. and 12.39 P. M. 20 cows and heifers are in milk, a great milking herd, all big, young stock. Close up in their breeding are such noted sires as King of the Pontiacs, Pontiac Korndyke, King Sogis Pontiac Alcarra and Pieterse Hengerveld Segis. 10 fine heifers, 9 by senior herd sire, Westtown Klaver Beryl Wayne. His two nearest dams average 2719 lbs. butter, 7 days. His sire a \$3,600 son of Ragapple Korndyke, 8th, from a 31 lb. daughter of Pontiac Korndyke. He is an exceptionally fine individual, nearly all white, 3 years old. His heifers show his ability to transmit quality. Junior herd sire is Edgboro Ormsby Segis, a promising 16 months old bull by Ormsby Pontiac Hengerveld, 5 A. R. O. D., he is by King Korndyke Hengerveld Ormsby, 64 A. R. O. D. 20 cows are bred to senior bull, and two heifers to junior bull. 3 excellent grade cows in milk. 2 Holsteins and Guernsey. 1 Holstein and Jersey. 5 good work horses including two Belgian mares, 1400 lbs., mother and daughter 9 and 6 years old. Standard bred chestnut gelding, coming three years old, from 2.18 stock, a promising speed prospect; big boned and handy, drives single and double. No. 17 Delaval Power Cream Separator, used two months, good as new. Half-ton Ford truck in good running order. The above will be sold for cash. Send for catalog of Holsteins to

WILLIAM L. KINTER,  
Pottsville, Bucks County, Pa.

Mention The Review When Writing to Advertisers



# MORE MILK *from* YOUR COWS



Photo taken at Glenlea Farm,  
Winnipeg, Can.

"The Empire Milking Machine has cut down the time it took to milk from 2½ hours to 1 hour and is not requiring as many to do the work. The machine increased the production of milk nine gallons over what I got before I started using it. I am milking thirty-five cows."

VAN W. NAIL,  
JACKSON, WIS.

## Users of Empire Milking Machines report increased milk production

NINE gallons more milk a day than by-hand milking—that is the record of Van W. Nail's Empire Milker. An average increase of 3.31 pounds per day from one cow and similar increases from the others of his registered Holstein herd is recorded by Walter Zeller of Delavan, Wis., with the Empire. He says: "The Empire Milker produced a larger flow of milk than I was able to obtain by hand milking."

The letter printed above from Mr. Nail is but a sample of hundreds of proofs showing

that the Empire greatly increases milk production. The Empire Milking Machine sold with its famous four year *guarantee* on the pulsator not only increases production of milk, but cuts labor costs from 35% to 50%. It begins paying for itself immediately and brings in new profits every day.

The Empire is now selling at the lowest price since it was first placed on the market more than a decade ago.

It is a money making machine for every farmer who has six or more cows. Find out how much you can save by installing the Empire on your farm. Write for catalog 50M today.

EMPIRE CREAM SEPARATOR COMPANY, Bloomfield, N. J.  
Elgin, Ill. San Francisco, Cal. Toronto, Can.

Also manufacturers of the Separator with the  
Million Dollar Bowl

# EMPIRE

## Milking Machines

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME II

WEST CHESTER, PA., AND PHILADELPHIA, PA., APRIL, 1922

NUMBER 12

## MARCH MILK CONDITIONS

### The General Situation Approximates Normal

Fairly satisfactory conditions have been generally reported in the Philadelphia Milk Market. The demand on the whole has been well maintained and the seasonable over supply has been about normal.

Conditions in the market generally have been fairly well reflected by the platform situation. There has been no wide price fluctuations on the platforms during the entire month. Current surplus milk sold at prices ranging from 5½ to 6½ cents a quart, the higher range prevailing at times, particularly late in the month

economic conditions, an increase in the consumptive demand should develop.

Prices of fluid milk remain unchanged as far as the basic supply is concerned. Four per cent. Grade B Market Milk holds at 6½ cents per quart or \$2.87 per 100 pounds delivered Philadelphia and \$2.28 per 100 pounds at country receiving stations in the 50 mile zone.

The price of Class I surplus milk for March reflects the improvement in butter prices during that month. The average price of 92 score solid packed creamery butter, New York City, on which milk

## WORLD'S DAIRY CONGRESS

### Active Plans Are Now Under Consideration

The first official gathering of the men who will manage the World's Dairy Congress to be held in 1923, was in Washington, D. C., early in March.

The object of the meeting was to adopt a settled plan for developing and carrying out the congress idea.

As projected, the World's Dairy Congress will be the most ambitious international meeting of dairy interests ever held, as well as the first to be conducted in America. The congress had its inception in a proposal for a pan-American dairy meeting, which the representatives

output of dairy products and by-products is estimated to have a value of \$2,000,000,000. America's 31,400,000 dairy cattle have a valuation of \$1,900,000,000. The number of American farms reporting dairy cattle was 4,567,000 out of a total of 6,448,000. The estimated acreage of America's dairy farms, on the basis of 148.2 acres per farm, amounts to 677,000,000. The estimated value of the American farms reporting dairy cattle—that is the land, the buildings and the machinery—at the rate of \$10,248 each, amounts to \$47,000,000,000.



JOHNNY MILK & CO., BUILDERS OF HEALTH HOMES

Mechanical device used by the Philadelphia Inter-State Dairy Council for advertising the value of milk as food. The miniature bottles in the central part of the device are electrically operated.

when sour milk developed owing to sudden temporary spells of warm weather.

The over supply of fluid milk in this market has been variously estimated at 12 to 15 per cent. This is slightly under normal. Indications are to the effect that there will be no great over supply on the whole, in the immediate future.

There has been an exceptionally light movement in dairies from one buyer to another. The bulk of those changing have been on account of movements of producers from one farm to another, requiring changes in milk shipping arrangements.

Consumption of fluid milk appears to be fully maintained. There is still a very large number of unemployed in Philadelphia and vicinity which has a bearing on the situation. With better

prices were calculated was 38.6 cents. This makes the price of Class I surplus milk 5½ cents per quart or \$2.41 per hundred for 4 per cent. milk delivered Philadelphia and \$1.84 per hundred at all receiving stations on the railroad. The Class II surplus price for March was 4.6 cents a quart or \$2.12 per hundred delivered Philadelphia, based on 4 per cent. milk and \$1.54 per hundred at country receiving stations. The percentage of Class II milk has, on the whole, been relatively small.

Prices of milk for strictly manufacturing purposes have been exerting some pressure on the market, particularly where manufacturers have to compete with low price goods from distant points where lower milk prices prevail.

(Continued on page 7)

of Argentine Republic presented to our Secretary of State in 1919. The dairy and allied interests, gathered at the National Dairy Show of 1920, formed a temporary organization at the suggestion of the Department of Agriculture to plan a World's Dairy Congress.

The Agricultural Act, approved March 3, 1921, authorized the President of the United States to invite foreign governments to send delegates to a World's Dairy Congress to be held here in 1922. To give more time for the development of plans, the meeting was adjourned a year by a joint resolution, passed by the Senate and the House of Representatives on December 22, last.

Some idea of the industrial background of the congress may be gathered from the last census figures. America's annual

Of course, many of these farms have other interests than dairying, how much money is invested in other lands, buildings, machines and conveyances devoted in whole or in part to the handling of milk and milk products nobody knows.

America is more interested than other countries in milk and milk products; but the nutrition experts hold that she has still much to learn about the value of the "one perfect food." Other countries show less appreciation than America.

The World's Dairy Congress is intended to spur on the industry and, at the same time, to awaken more people to the vital need of improving their meat and potato diet by the addition of milk and milk products. Dr. E. V. McCollum,

(Continued on page 9)



## SENATOR VOIGT SAYS Wisconsin Courts Will Uphold Filled Milk Law

Woman's club officials and farm-dairy interests throughout the eastern states are enthusiastic over a statement just issued by Congressman Edward Voigt, of Wisconsin in which he predicts victory for the "whole milk" forces, and the upholding of Wisconsin's new law prohibiting "oiled milk," whose constitutionality is now being tested in the Wisconsin Supreme Court.

The people of Wisconsin were among the first to make the fight against "oiled milk" and all other imitation milks, the women's clubs fighting "the coconut cow" and her milk as dangerous to children, and the farm and dairy interests and the standard producers of evaporated whole milk fighting the adulterated milk brands as unfair competition.

Congressman Voigt is now leading a vigorous fight in Washington for a national law, and his bill, H. R. 8086, has been reported favorably to the House of Representatives by a vote of 14 to 4.

Public sentiment has become so strong that nine states have already passed bills against "oiled milk," and legislation is pending in several more states. Everyone interested in "pure milk" is now watching the Supreme Court of Wisconsin to see whether or not a legislature has the right to prohibit the sale of such goods on the grounds of public welfare, when the goods are properly branded under the Pure Food and Drugs act, but deleterious in child nutrition.

The Wisconsin bill became a law in 1921. The Senate voted for it 28 to 0; and the Assembly favored it 67 to 10. But the Hebe and Carnation companies secured an injunction against the Wisconsin Dairy and Food Commissioner restraining him from enforcing the law until they could test its constitutionality in the Supreme Court.

Congressman Voigt upholds the Wisconsin law and predicts a victory for pure milk as follows:

"The Hebe Company is the only one which has endeavored to warn the public against the deficiencies from a nutritive standpoint in filled milk. There are other brands on the market, the manufacturers of which have done the best they could to delude the public into thinking that they were buying genuine evaporated or condensed milk.

"Notwithstanding the fact that the referee's report seems somewhat liberal toward these companies and that some material facts are not found in the referee's report, I feel absolutely confident in predicting that the Supreme Court will find the prohibitory law to be constitutional. The referee has found that this compound has been sold for the genuine article and that the public has in many cases not received value for its money. These circumstances justify the legislature of a state in passing a law which will make such a fraud impossible.

"The courts have frequently decided that when the legislature finds an evil to exist, that the method of the abatement of that evil lies within the discretion of the legislature. If then, the legislature of Wisconsin was of the opinion that the only way to prevent a fraud from being perpetrated on the public in this case was to prohibit entirely the manufacture of the article, then the legislature had the constitutional power to make a law having that effect.

"States which have prohibited the manufacture or sale of commodities in-

jurious to public health or morals have frequently been upheld by the courts and in all cases the courts have held they could not dictate to the legislative branch the best methods to be pursued.

"The precise question which will come up before the Supreme Court of Wisconsin has already been decided against the Hebe Company by a court in Ohio and the Supreme Court of the United States. The State of Ohio passed a law forbidding the manufacture of evaporated milk from which cream was removed. A court in Ohio confirmed the constitutionality of this law. The Hebe Company then took an appeal to the Supreme Court of the United States and that court again upheld the constitutionality of the law."

He quotes the United States Supreme Court decision as follows:

"If the character or effect of the articles as intended to be used be debatable, the legislature is entitled to its own judgment and that judgment is not to be superseded by the verdict of a jury, or we may add, by the personal opinion of judges upon the issue which the legislature has decided."

### WEIGHING VERSUS MEASURING MARKET MILK

Producers who ship to city distributors have voiced frequent complaints because of the disparity between their figures on the quantity of milk shipped and those of the dealers on the quantity received. In order to locate the cause of complaint by studying the actual loss between the country shipping point and the city plant the United States Department of Agriculture made an investigation on the Baltimore market. Records kept on more than 1,100 cans showed that the loss between the country station and the city plant was less than 1 per cent. The loss on trains, probably due to spilling, was only 0.19 per cent.; and from the city railroad platform to the plant it was 0.55 per cent.

However, it was found that when the milk was weighed in the city plant there was a shortage of 2.56 per cent. on the amount shipped according to can measure in the country. Of this shortage, 0.74 per cent was due to actual losses, while 1.82 per cent. was the difference between can measure and weight. This is easily accounted for by the fact that cans become dented and battered, which decreases their holding capacity.

In a former investigation by the department an even greater discrepancy was found between can measure and weight, the difference being 3 per cent. It would seem that there would be less trouble between producers and dealers if the milk were weighed at both ends of the line.

### DAIRY PRACTICE

The addition of some mineral matter to the dairy cow's ration during the dry period is considered good practice by many dairymen, particularly for high producers. Finely pulverized rock phosphate (floats), at the rate of half a pound per cow per day along with the grain, is recommended by several authorities as being the most suitable mineral to feed.

Seed corn isn't the only seed worth testing. Oats, clover and other important crop seeds should be tested too.

## DAIRY COUNCIL ACTIVITIES Milk For Health Campaigns Are in Full Swing

Activities in connection with filled milk legislation have claimed a considerable share of some of the Dairy Council workers during the month, particularly in connection with New Jersey legislation. Mr. Miller also attended and testified at a hearing before the Maryland legislature in connection with a proposed oleomargarine bill.

### Health Plays

Co-operating with the nutrition workers, Miss Del Rose Macan and a corps of assistants who coach and stage our milk fairy plays among the school children, have had a full schedule this month. Early in March Miss Macan's workers coached several casts of fifty children each. On March 3rd, the Reynolds school children (colored) played in the school auditorium before 1,000 children. The St. John's School (Parochial) of Manayunk, performed on the same day, under Miss Macan's coaching, to 1100 children. On the evening of March 3rd, the Durham School (colored) cast performed at a health meeting held in a Sunday School auditorium. This is a sample of Miss Macan's activities. The work of selecting the children, coaching them, costuming and staging the performance required an indescribable amount of energy, patience and tact. Other casts of school children trained and performances given throughout the past month, include the Lincoln School, several short plays at the Stephens Annex before 160 children, the Blaine and Morris recreation centers, two performances in one day to an audience of 1000 children, all told, a repetition at the Blaine School three days later before 600 children; before 900 children at the Tilden High School; before 1000 children with a repetition several days later for the parents of the malnourished children; the Heston School on two successive days before 150 children and on March 31st at Temple University, under the auspices of the Model School. The play was given three successive performances, so that students of the college would have an opportunity to witness the affair. This was particularly valuable since most of the students are prospective teachers. There was also a food demonstration and the enacting of three short plays about milk.

### Nutrition Lectures

Mrs. Louise Elmore Northup, food demonstrator, has been giving numerous demonstrations before mothers at settlement houses, neighborhood centers, and in schools after hours. These have been followed up by an illustrated talk, with lantern slides, by Dr. Hannah McK. Lyons, so that each group has had the benefit of a complete course in the uses that may be made of dairy products. Aside from this, Mrs. Northup has been giving special demonstrations to mothers whose children are enrolled in the nutrition classes. There are twenty-five classes in the Philadelphia schools, and Mrs. Northup plans to reach the mothers of all children enrolled.

Arrangements have also been made with the school authorities at Wilmington, Del., for a week of health talks beginning May first.

A visit paid by Dr. Lyons to the Markley Street School, Norristown, where an experiment in nutrition work has been conducted since February 7, reports that people of that town are highly

enthusiastic, that complete co-operation is being given by every school teacher, principal, school official, and citizen. She reported that a total of 94½ pounds have been gained by the undernourished children of that class since its beginning six weeks ago. A tremendous mass meeting of parents and teachers of Norristown will be held April 3rd, at which the results of the entire experiment to date will be announced.

The three-day conference of the executives of the National Dairy Council, held at Chicago from March 18 to 21 was attended by Mr. Balderston, Miss Barger and Miss Keenan. A number of health plays, milk stories and food games were adopted by the conference and will be printed and sent broad cast for distribution among teachers, nurses, parents and children. Our representatives received many new ideas for our work here in the Philadelphia district.

Plans are now being discussed by our staff workers for a summer program. Mr. Balderston has suggested that, following the closing of the schools for the summer, a program of nutrition work among factory workers be undertaken. More complete plans will be decided upon sometime in April and will be announced in full later.

We have been facing the "garlic" problem in earnest this year. Probably no other problem can be as readily solved as that of eliminating the garlic flavor in milk.

Philadelphia distributors had so much trouble with garlicky milk last year that they were threatening to close receiving stations in certain territories if farmers persisted in supplying garlicky milk. Consumers in this district will not use milk so flavored.

In order to assist farmers to keep their markets open, Mr. Cohee has planned to spend most of April in the worst affected areas, inspecting milk and visiting individual farmers so as to assist them freeing their milk from garlic.

A second assistant, Melvin R. June, has been employed by the Dairy Council to aid in this work. These men will remain in the field to assist producers in overcoming the seasonal garlic and grass flavors in the milk so that consumption may be maintained and a continued good market assured.

### SILAGE PLANS

Plan now for your supply of silage for the next eighteen months. A little extra feed during July and August of each year helps to maintain a larger milk flow. If you do not have silage for these months of the coming summer, plant now for summer silage crops. Crops recommended are oats and peas or clover, or perhaps some early corn can be put in to be used as green feed during the late summer months.

### East Earl Local

The members of the East Earl, Lancaster county, Pa., district, held a meeting on Friday, March 3rd and organized the East Earl Local with the following officers: President, George Souder; vice president, Horace K. Martin; secretary-treasurer, Eli Z. Martin.

Several months ago a membership campaign in this district resulted in an additional 74 members.

## SPRING CLEAN-UP IS ON

Annual spring clean up season is at hand. The rainy days give the farmer the time to do the indoor work, seasonable at this time. Those who have not already done so should see to it that the agricultural implements are all in order for the season's work.

Rusty tools should be cleaned up and thoroughly greased. It will pay well in time and efficiency gained when work in the open is started. A coat or two of paint on the wood work of tools and implements will preserve them for years of usefulness.

Work harness also comes in for its share of attention at this season. It's a good rainy day job to repair and grease up the work harness. See to it that your plow harness is in order for spring work.

Barns and outbuildings come in for their share of spring attention. If you can't afford to paint your farm buildings don't neglect giving them a coat of whitewash.

The value of whitewash on the wood work and surfaces of farm buildings is well known.

The standard government formula for whitewash is as follows:

1. To 12 gallons of water add one bushel of quick lime.
2. Then dissolve 2 lbs. of common salt and one pound of zinc sulphate in 2 gallons of hot water. Mix No. 1 and 2 and to this add 2 gallons of skim milk. This is a very satisfactory preparation.

Another formula quite commonly used, although not so effective as the former is prepared as follows:

Add 10 lbs. of quick lime to 2 gallons of water and let stand for two hours before using.

If you do not wish to go to the trouble of preparing your own whitewash a number of prepared whitewash bases are available.

Some of these offer special features, being prepared as a whitewash, semi-paint and disinfectant. They come in powdered form, are easily mixed and usually particularly adaptable for use in spraying machines. With these prepared whitewashes the nuisance of clogging of spray nozzles, common with home made whitewashes unless carefully strained, is largely overcome. (See advertisements.)

The value of properly preparing disinfecting whitewash for the stable, barn, milk house, chicken house, pig pens and all buildings is without question.

See to it that your buildings and surroundings are properly cleaned up before the warm weather sets in.

### STANDARD TIME LEAGUE

A group of interests in the vicinity of Philadelphia have organized the Standard Time League, which has for its object, organized opposition to the so-called day-light saving measures already adopted or proposed.

A meeting was recently held in the offices of the Inter-State Milk Producers Association, Heed Bldg., Philadelphia, when the organization was formally launched and the following officers elected. President, Charles Row; Vice President, Frederick Shangle, Trenton, N. J., R. F. D.; Secretary, A. A. Miller, 721 Heed Bldg., Philadelphia, and Treasurer, Arthur Linville, Media, Pa., R. D. 2.

The following board of governors was named: W. H. H. Davis, H. D. Allebach, E. A. Nelson, Herbert Starkey, Isaac Gross, Joseph H. Paschall, Harold C. Dutton, Mrs. Jenny D. Rodgers, Mary G. Wilson, Edw. C. Harding, R. F. Brinton, A. B. Waddington, W. D. Cowperthwaite and Emil Roberts.

An executive committee consisting of H. D. Allebach, Arthur Linville, Frederick Shangle, Edw. C. Harding, Mary G. Wilson and P. P. Willits was appointed.

## DIRECTORS' MEETING

A meeting of the board of directors of the Inter-State Milk Producers Association was held at its Philadelphia headquarters in the Heed building, on Wednesday, March 22. Directors present included Messrs. James, Tussey, Waddington, Book, Poorbaugh, Shangle, Lehman, Allebach, Brinton, Willits, Sarig, Ben-netch, Donovan, Copperthwaite, Lanver, Twining, Stewart, Pennington, Marvel and secretary Balderston. Newton H. Gotshall, fieldman, C. I. Cohee, Philadelphia Inter-State Dairy Council; A. A. Miller, editor the Milk Producers Review; John D. Fassett and —Hudson, Clayton, Del., were also present. President H. D. Allebach occupied the chair.

After the transaction of routine business, secretary Balderston reported at length on the recent hearings before the Inter-State Commerce Commission, Washington, D. C. in connection with the request for decreased freight rates on milk.

The directors went on record as being opposed to daylight saving and directed the executive committee to assist as far as possible in any action looking toward the abolishment of the so-called daylight saving ordinance in Philadelphia.

The activities of the publicity committee of the National Milk Producers Federation in connection with filled or imitation milk products, of which Mr. Willits and Mr. Miller are members, were reported on at length.

Strong efforts to have Voigt Bill H. R. 8086 favorably acted upon in the national House of Representatives was urged and every director requested to communicate with their representatives in congress urging favorable action on this bill.

Each director made a complete report of the condition of the dairy industry in their respective districts and presented their views of market conditions generally. The situation, as far as each district of the Philadelphia Milk Shed is concerned, was carefully analyzed and discussed.

The whole broad milk marketing situation was discussed and plans for the future considered. Testing and weighing methods came in for a large share of discussion and methods looking toward a betterment in these particulars were specially considered.

### THIRD NATIONAL BRENTWOOD SALE

The third annual Brentwood sale and exhibition was held in the Commercial Museum, Philadelphia, Pa., March 20, 21, 22, 23, under the direction of W. G. Davidson, Brentwood Farms, Abington, Penna.

The show and sale brought out many famous strains of the Holstein breed. Carnation Matador Pontiac of the Carnation Stock Farms, was awarded the Blue Ribbon as grand champion cow of the show. Lyons Pontiac Champion of the Laurel Stock Farm, Goshen, N. Y. won the championship in the bull class. Over \$1600 was awarded in prizes.

While the average prices brought at this sale were reported below the average of last year's sale, some good figures were realized for outstanding cows, bulls and heifers.

Champion Carnation Matador Pontiac sold for \$4200. The well-known bull, Matador Segis Walker brought \$5000. Cascade Pieterje, a blue ribbon milk cow was bid up to \$3,325.

Sales at prices ranging from \$800 to \$1500 were common occurrences.

It is reported that the average sale price per animal will be close to \$800.

## It Pays To Be Particular When Selecting Paint

You can buy **good** paint and inferior paint. You can pay a little less (in the beginning) for the inferior paint and a few cents more for the good.

In the end, by using a good paint, you save many times the small difference between the good paint and the poor paint.

Is your property worth that difference?

**NICE**  
PAINTS and VARNISHES

ARE GUARANTEED. Only the purest of leads, oils, zincs, and other pigments go into them. They have the lasting qualities—everyone of them—because they are made **right** and made with the **best** materials. Ask your dealer—or write us.

We have a booklet called, "Paint Pointers" full of practical information—of value to every household. It's free. Write for a copy.

Eugene E. Nice Company  
Philadelphia, Pa.

Manufacturing quality paints over 45 years



## How to make a profit under present dairy conditions

Let 8 Cows Produce  
What 10 Did Before

An expert recently said, "Present conditions need not mean a loss of dairy profits. My theory is that 8 properly fed cows are better than 10 improperly fed. I say, cull out the 2 poorest producers and feed the remaining 8 cows a high quality prepared ration such as LARRO. You'll save hay, silage, labor and trouble. The saving will turn your loss into a nice profit."

**Larro** The Ready  
Ration for  
Dairy Cows

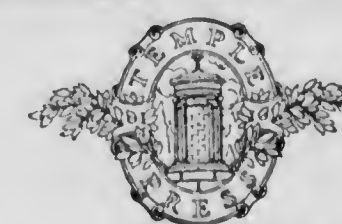
The famous LARRO blend of certified ingredients is the result of years of research and thousands of dollars spent in testing. It is succulent, palatable, easily digestible and highly nourishing. It increases milk yields and keeps cows in fine condition. Why waste time with inefficient home mixtures, which fail because you lack facilities, lack time and help, lack a tried and proved formula. You can prove LARRO at our risk. Just test two bags on our trial offer. We guarantee more milk or your money back. Ask your LARRO dealer or write us for details.

THE LARROE MILLING CO., 1584 Larroes Bldg., Detroit, Mich.

No Filler—  
no off-grade  
ingredients

Every bag of LARRO contains the same high quality of ingredients—and is of the same high feeding value. LARRO high quality is never changed. It never did, it does not now, and never will contain materials of low feeding value. It is always the same—yesterday—today, tomorrow.

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DESIGN  
YOUR  
STATIONERY



PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

**HORACE F. TEMPLE**  
PRINTER

BELLPHONE No. 1 WEST CHESTER, PA.



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### Editorial



### DAYLIGHT SAVING

It's just a question whether the farmers—and they do not stand alone—are going to be satisfied to standby and have daylight saving, so called, put over on them.

In most large cities the class of working people who might be termed, light laborers, such as clerks, department store employees, the bankers and brokers, etc., stand pat for daylight saving—it gives them an extra hour of daylight for play and exercise.

At the same time the farmer and the heavy laboring class—men, women and children toiling 10, 12, and 14 hours a day, in many cases seven days a week, are not going to sit idly by. They do not need the extra hour of daylight for exercise. They get all the exercise they want, day in and day out and their play time during the summer season is limited. The leopard spot shifting of the clocks is not only most confusing but there is a question as to its legality.

The Milk Producers Review stands flatly against these so-called daylight saving laws. Many arguments could be brought against the practice but in the larger cities their is usually a fixed determination on the part of the legislators even before public hearings are held, to put the thing over.

Unfortunately when a municipality puts over a daylight saving proposition, it alone is not affected. The surrounding territory is usually more or less divided against the program and much hardship and inconvenience results.

The farmer under this arrangement gets the short end of the stick. He cannot, if he is a real dirt farmer, work anything but natural time. His help is influenced by surrounding conditions. When daylight saving is used in nearby towns and cities the conflict is on.

Something will have to be done to adjust this matter if agriculture is to go on and the public fed.

Keep your ear to the ground.

## MILK PRODUCERS REVIEW

### UNDESIRABLE ODORS IN MILK

In order that your market may be preserved keep all undesirable flavors out of your milk.

Milk is a most excellent carrier of undesirable odors. They may be from garlic, grass, from other weeds or from the stable.

At this season the garlic and grassy flavor must be particularly guarded against. One can of milk with a pronounced garlic flavor will contaminate a whole tank of milk at the receiving station.

The public is more and more insistent on the quality and grade of its milk supply. Many will not use milk or butter with a garlic flavor.

If consumption is to be maintained at the top notch and it's particularly desirable at this season of plentiful supply, every effort to keep out objectionable odors must be made.

Some dealers are flatly refusing to accept milk flavored with garlic or grass and announce that shippers of such milk will be laid off.

It's up to the producer to exercise the care necessary to make milk that will please the consumer.

### LOOK OUT!

#### Sour Milk Season at Hand

Watch out for the occasional warm days at this season of the year. They hit us suddenly and if ordinary caution is not observed, milk will sour in transit to the market.

The few warm days during the latter part of March caught quite a few shippers napping.

It pays in the long run to care for your milk properly. We are inclined to be a little lax in our methods just between cool and warm weather seasons.

When milk sours on its way to market we lose money. It don't pay to lose money—so watch out.

See to it that your milk is properly cooled before shipment.

### VOIGT BILL NECESSARY

With New Jersey and New York having legislated against the manufacture and sale of imitation or filled milk, the urgent need of the Voigt Bill H. R. 8086, to prohibit the movement of "oiled milk" in inter-state traffic is obvious.

These states need the protection offered by the Voigt Bill to prohibit buyers from purchasing these substitutes in other states and using it in bulk, particularly in the hotel and restaurants in those states which it is reported large quantities are used at the present time. Once out of the can the consumer has no means of distinguishing it from straight evaporated milk.

That the Voigt Bill is not near as "worthless" as one of our contemporaries would lead us to believe, is quite evident. Opponents of the Voigt Bill should consider this profoundly and then "get on the wagon."

Urge your congressman to support the Voigt Bill H. R. 8086.

### NEW JERSEY

One more state has been added to those who consider the traffic in imitation or filled or oiled milk a menace to public health.

New Jersey, during the past month, enacted a law which has had the governor's signature, prohibiting the manufacture and sale of imitation or filled milk in that state.

This is the ninth state in the Union which has prohibited the manufacture and sale of filled or oiled milk.

Let the good work go on.

### MIFFLIN COUNTY, (PA.) NOTES

During the week of March 13 to 18, field man Gottshall with the co-operation of County Agent Thompson, held a series of eight meetings in as many different sections of the county. These meetings were attended by a total of 317 people who manifested much interest in the association. Sixty new members were added, new locals organized and old locals reorganized. At Siglerville, the leading merchant closed his store until the meeting was over. Not only did he urge his customers to go to the meeting but he himself attended. The Siglerville local includes the Milroy district. Officers of this new local were not elected on the evening of the meeting due to the absence of two men who were elected members of a board of five from which the officers are to be elected. The board consist of the following: A. B. McNitt, George Spangler, H. T. McNitt, J. A. Esh and H. S. Wagner.

A new local was also organized at McVeytown, where the following five men were elected members of the board of directors: John O. Wirt, F. C. Kerr, W. C. Swigart, J. D. Hostetler and W. H. Anderson.

The Belleville local was reorganized with these officers: President, Robert McClay; vice president, Arthur McNitt; secretary John C. Fleming, and treasurer, E. J. Peachy.

At Lewistown the men elected to the offices were President, H. H. Bradford; vice president, D. E. Notestine; secretary, Howard Broughton and treasurer, W. J. Crissman.

At four of these meetings a number of women attended and took an active part in the discussions. They were just as much interested in the products of the dairy of which they carry a share of the labor.

### NEW YORK FILLED

#### MILK BILL A LAW

As we go to press we are advised that Governor Miller of New York has signed the bill recently passed by the legislature prohibiting the manufacture and sale of imitation or filled milk in that State.

The bill goes a little farther than the New Jersey law in that it also prohibits the sale of evaporated skimmed milk in containers or packages in less than ten pounds weight.

New York is the tenth state in the Union to legislate against the cocoanut cow.

The average price of all commodities, according to the Banker's Commodity Price Index, on the first of March was \$425.32 as compared to \$413.49 a month before and \$436.86 a year ago. These figures show that the average price of all raw materials at wholesale is now 18 per cent. above the price at the beginning of the world war and 42 per cent. below the high point.

Because it runs deep, is self propelling, and leaves the ground more fertile, the clover or alfalfa plant is the best kind of a sub-soiling plow.

There is about as much danger of getting too much milk in the diet as there is of breathing too much pure air.

Estimates show that on March 1 the Pennsylvania farmers were holding 21 per cent., or 4,800,000 bushels, of the 1921 wheat crop; and 27 per cent., or 5,051,000 bushels of the potatoes.

### MONTGOMERY COUNTY

#### INSTITUTE WEEK

The Montgomery County, (Pa.) Farm Bureau, the Inter-State Milk Producers Association and the Philadelphia Inter-State Dairy Council co-operating, held an interesting series of farm institute meetings during the week of March 13th. Morning, afternoon and evening sessions were held. On Monday the meetings were at Sassamansville; Tuesday, Sannatoga; Wednesday, Swamp; Thursday, East Greenville; Friday, Trappe, and Saturday at Green Lane.

Attendance in the aggregate averaged several hundred at each daily session.

The meetings were under the direct charge of County Agent A. K. Rothenberg, assisted by H. D. Allebach, president of the Inter-State Milk Producers Association and C. I. Cohee and Chas. S. Detwiler, of the Inter-State Dairy Council. Local speakers made addresses at each of the various meetings. Efforts were made to organize community organizations which were successful in some localities.

The afternoon sessions were given over largely to dairying. The Inter-State Dairy Council, under the direction of Mr. Detwiler and Mr. Cohee, presented various motion pictures, including "The Turn in the Road" and "The Romance of the White Bottle." Illustrated addresses on clean milk campaigns under the direction of the Dairy Council and general talks on the work of the Council and of the co-operative work of the Inter-State Milk Producers Association were made by the different speakers.

### MEETINGS OF LOCALS

Many dairymen of Gloucester and Camden counties, New Jersey, have, for a long time been affiliated with the association but have had no organized local branch in that territory.

On March 21st a meeting was held at Mullica Hill, New Jersey when the Gloucester County Local was formally organized.

Leslie M. Armstrong, Mullica Hill, was elected president; Russell Skinner, Mullica Hill, vice president and J. Willard Gardiner, also of Mullica Hill, was elected secretary-treasurer.

With 85 members of the Inter-State Milk Producers Association in this vicinity, the Gloucester County Local promises to be an active and flourishing organization.

A. B. Kenny, of the New Jersey Bureau of Markets and Frederick Shangle, vice president of the Inter-State Milk Producers Association, made addresses at the meeting.

### Kingwood Local

Kingwood Local, Hunterdon county, New Jersey, held an oyster supper and smoker on March 21st. This local with a membership of 133 is growing steadily. Frederick Shangle, vice president of the Inter-State Milk Producers Association made an interesting address on general market conditions and organization work.

This branch fosters a growing local interest. Entertainments are frequently provided for its members and their ladies.

The present officers of the local are: President, Charles S. Case, Delview Farms, Frenchtown, New Jersey; vice president, Chas. Kugle, Frenchtown, New Jersey, R. D. 1; secretary-treasurer, P. B. Nice, Raven Rocks, New Jersey.

Seven per cent. of the farmers in Pennsylvania employed female household help last year.

## LATEST MARKET PRICES

### SELLING PLAN

The Philadelphia Selling Plan for 1922 became effective with January. The basic quantity is represented by the average shipment of milk during October, November and December, 1921, on which the basic price will be paid. In February a surplus price based on 92 score solid packed creamery butter, New York City, plus 20 per cent. will be paid for milk in excess of the basic quantity up to the amount equal to the basic amount, which is represented by surplus price Class I. For surplus milk in excess of the amount of the Class I quantity a price based on 92 score solid packed creamery butter, without the 20 per cent. premium and known as surplus Class II, will be paid.

### MARCH BASIC PRICES F. O. B. PHILADELPHIA

#### Grade B Market Milk

From these prices one cent per 46 quarts or one cent per 100 pounds is to be deducted by the buyer, which together with one cent per 46 quarts, contributed by the buyer, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

#### Freight and Receiving Station Charges

#### Deducted

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### MARCH BASIC PRICES

#### COUNTRY RECEIVING STATION PRICES

#### Grade B Market Milk

Quotations include a deduction of one cent per 100 pounds which amount together with one cent per 100 pounds, contributed by the buyer, is to be turned over by each buyer to the treasurer of the Inter-State Dairy Council for the purpose of conducting a publicity campaign advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

#### Freight and Receiving Station Charges

#### Deducted

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Cornell comes in packages of 10 panels each, protected from dust and moisture by a sealed wrapper of tough "Cornell-Jute," 8 length from 6 to 16 ft., two widths, "Cornell 48" and "Cornell 32."

## "61" uses for Cornell-Wood-Board on the farm

TAKE the dairy house for example, Cornell-Wood-Board is favored by experienced builders because this special wall-board gives triple the resistance of the ordinary to moisture and variation in temperature. One reason is Cornell's pure wood fiber composition (not paper) which is "triple-sized" with moisture-proof sizing.

Hence Cornell keeps cow barns, calf barns and poultry houses more warmly insulated and is used instead of lumber for many purposes around the farm. It is clean and sanitary and costs much less put up than tongue-and-groove lumber, sheathing, lath and plaster or plaster-board.

In the home and tenant house its "Oatmeal" finish makes the handsomest interiors produced by a wallboard or plaster of any kind. Nail to the joints and studding or over damaged plaster and your room is ready!

Send at once for sample board and list of "61" uses. FREE! If dealers offer a substitute—tell them you have a reason for wanting genuine Cornell and they'll supply it. Mail the coupon now.

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General Offices: 190 N. State St., Chicago, Ill.  
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Send free sample board and book No. TM-2 of 61 uses.

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Mail this to Cornell Wood Products Co., 190 N. State Street, Chicago, Ill.

## GLOBE SILOS

GLOBE SILOS are the choice of Dairymen and Stockmen who investigate before buying. They insure full silage capacity because the extension roof has nearly straight sides. They have continuous opening adjustable door-fronts. The door fasteners make a convenient ladder. They are built to stay and keep silage because the stave joints have six points of support, making the Silos absolutely air tight.

Prices for Globe Silos have been reduced to the 1917 basis. Write for the Globe catalog, and ask about special discount offered for early orders.

GLOBE SILO CO 1-11 Willow St., Sidney, N.Y.

SIX POINTS OF STAVE SUPPORT

### Ford Given

A LUXURIOUS SEVEN YEAR OLD ALL-STAR CAR—ELECTRIC STARTER AND LIGHTS—Drive Your Own Car

Just our great Auto Club and you can make out two words spelled by the letters in picture. The alphabet is complete. A is in 1, B is in 2, etc. What are the two words? Other values in the picture and clues will tell you. Every body can guess. Send answer today. Give away your Auto. Why not? Send answer today. Ford Wilson, Mgr., 141 W. Ohio St., Dept. 1390 Chicago, Ill.

### LABEL

The original ear label, used by many Record Associations and beat breeders. Will identify your live stock and aid you in keeping breeding and production records. Samples free.

C. H. DANA CO., 87 Main Street, West Lebanon, N. H.

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### BARN FURNISHINGS

By A. L. Haacker

"Empty as a barn," a good old New England phrase meaning a house without furnishings. The old-time barn was a building composed principally of four walls and a roof. Often even the windows were lacking. A goodly door was provided, since otherwise the barn could not be used. From this prehistoric barn we have rapidly advanced to the modern well-equipped structure of today, which not only makes chores a pleasure but creates a saving by giving the animals better care and making the work easy.

A large part of our modern prosperity, as of living and luxury, is due to labor-saving machinery on the farm; simply the use of a machine which will save labor and time. Time is not only money but life, and it is our duty to save and spare life. More than that, when we use a machine or tool that saves time and labor, we advance the cause of civilization. The cave man was required to spend all his time in order to secure enough food for himself and family. He advanced as he found ways of preparing and preserving foods; and as our civilization today advances we depend much on the time we have for thought and study, for without this we cannot progress.

Barns should be furnished as well as houses, and with the idea in view of making the work easier and giving the animals better care.

Splendid advancement has been made in labor-saving barn equipment in all departments of work and for all kinds of live stock. The handling of the fodder from the field to the mow and from the mow to the stall is now an easy task with the modern machines provided. Carriers running on an overhead track transfer the litter from the stall to the spreader which in turn carries it to the field without the hard labor of man. The chores, formerly a season of dreaded hard work, are now made easy and really a simple task. The convenient stall allows freedom and comfort to the animal with water at hand which means for the dairy cow not only large production but production made with economy; the calf pen makes feeding easy and simple; healthy calves are grown by sunlight and ventilation in the barn; the bull pen furnishes a safe and proper housing for this animal; hog pens protect the little pigs at farrowing time; barn ventilation is recognized to be of first importance to the health of the herd. All these have come to make work lighter and are a real item of saving in the cost of production.

The old style barn with its lack of windows, its dungeon basement and its lack of everything to make chores easy and give live stock comfort, will soon be a thing of the past; and a big red barn unfurnished will be as undesirable and out of date as the ox team for transporting vegetables to the city market.

There is much room for barn furnishings. As I go about the country I see many places where a few barn furnishings would not only create a saving but add much to the comfort of the animals as well as the man doing the work. A loss of a good animal through some item of poor housing is so frequent that it scarcely needs mention. Too often is this loss experienced from poor health and poor production. Blemishes to the udders of dairy cows, calf cholera, abortion, white scours, hog cholera and a score of other animal diseases can often be prevented by better housing of the stock. Good barn furnishings truly make for economy in the handling and producing of live stock on the farm.

The results would have been the same, though possibly not in the same degree, if better care and feed had been given to a good grade herd. But it sometimes takes the stimulation supplied by the ownership of a few purebreds to induce a man to improve his practice.

### GARLICKY AND GRASSY MILK

The season is on. In some sections cattle have already been turned out with the result that garlic flavor is being shown in the milk from some sections of the Philadelphia Milk Shed.

With the greater consumption of milk naturally comes the greater objections to the garlic flavor.

Many milk dealers are warning their patrons against garlic and grass flavored milk. In some sections they are flatly refusing to accept milk with these flavors at their receiving stations and propose laying off patrons who persist in shipping garlic flavored milk. In one section upwards of 10,000 pounds of such milk was refused in one day.

#### Garlic Flavor Controllable

The garlic flavor can be controlled. No doubt there is a great temptation to turn cows on pasture as early as possible but if the practice results in the loss of your milk market, nothing is gained.

If cows are allowed on garlic infected pasture but two or three hours a day, directly after milking and then returned to the barn yard, practically all of the garlic flavor will have disappeared by the next milking time. Feeding dry feed two or more hours prior to milking also has a good effect. Often cooling milk in the presence of air, as over one of the different types of aerating coolers, will frequently take out any slight garlic odor.

Early pasture on wheat or rye frequently results in undesirable odors in the milk.

Milk with a garlic or other objectional flavor cannot be used in the fluid milk trade and most persons do not like the flavor in butter or other dairy products.

To insure a good demand for milk, producers should make every effort to produce an article that the consumer will use. Therein lies half the battle of a good market.

It's up to producers whose pastures are infested with garlic or other bad flavoring weeds to use every possible precaution to furnish milk that meets the public demand.

#### PUREBREDS IMPROVE PRACTICE

There is no good reason why it should cost more to care for a good herd of purebred dairy cows than it costs to care for the same number of good grades, although farmers sometimes believe that the purebreds are more expensive to keep. However, says the United States Department of Agriculture, the dairyman often does spend more on purebreds because he sees greater possibilities in them, and consequently takes more interest in them, feeding them better and building better barns to house them. He does not need to do this, but usually he finds that it pays him in gross and in net returns.

The results would have been the same, though possibly not in the same degree, if better care and feed had been given to a good grade herd. But it sometimes takes the stimulation supplied by the ownership of a few purebreds to induce a man to improve his practice.

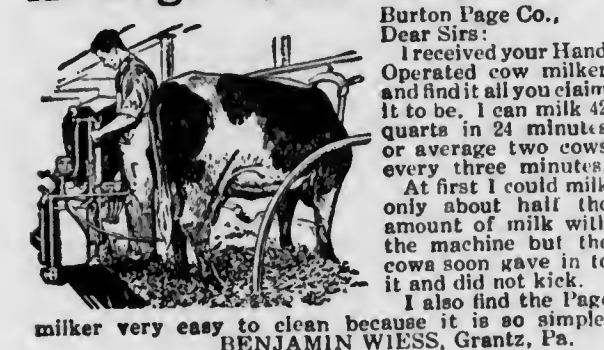
"It is the sacred obligation of every citizen to do his part day by day that the nation may prosper and that contentment and happiness may come to all."

—Rotary Club Members.

### Milk For Health

## Milks 2 Cows in 3 Minutes

Average—1½ Minutes per Cow



Also portable model run by electricity—no installation expense—also gas engine power—TREMENDOUS improvement in machine milking. The milking machine problem solved! So find out—send for our free book. Find out also about our 4-Cow Milker.

### Milks Four Cows At Once!

Saves half the time—does double work. Find out. Catalog free. Try our double unit model; no installation expense. Any model afterward exchanged for a higher priced machine.

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No C.O.D.—no deposit—no obligation. You try it—and your word goes! If not satisfactory, returnable at our expense after 30 milking—if satisfactory, pay cash—or half cash and

### \$7.50 a Month

Or if you wish, straight \$4.00 a week or \$18.00 a month—easy payments to suit. We'll make that milk pay for itself every day as it goes along. It's a wonderful milker—simple—easy—sanitary—and you'll find it out while using it on free trial.

This direct, rock bottom price, free trial, easy payment offer is made only where we have an appointed no dealers nor agents—so ACT QUICK.

### FREE Book!

Let us send you our free catalog. It's full of important facts—an education in milking machines. Learn how to get the greatest milking service at the lowest cost. Learn how you are completely protected in giving our hand power machine a trial on your own herd. Send the coupon today.

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### MARCH MILK CONDITIONS

(Continued from page 1)

The butter market during March was comparatively good. While the market was extremely sensitive, there was a general upward trend in prices until almost the close of the month. Ninety-two score solid packed creamery butter, New York City, at the opening of the month ranged around 38 cents. A slight decline was followed by an upward trend to 40 cents, which held until late in the month when a 3½ cent decline developed.

Consumptive demand has been good and the prices prevailing have crowded out oleomargarine sales to a considerable extent. Very little butter was imported during March. Large supplies resulting in increased stocks, together with a sensitive market were the forces to which the decline at the end of the month are credited.

Condensed and evaporated milk have been quiet and the market weak. The domestic demand has been relatively quiet. Some export business developed late in the month when sales of an aggregate of some 120,000 cases were reported to various relief organizations for export to Europe. Evaporated milk was largely taken at slight price concessions. Quotations ranged from \$3.39 to \$3.50 per case. The general domestic demand for both condensed and evaporated milk has been very quiet. Quotations for current business range from \$5.00 to \$5.50 per case for advertised brands of sweetened condensed and \$3.75 to \$4.00 per case for evaporated, although miscellaneous brands of condensed sell at \$4.35 to \$4.50 and evaporated at \$3.50 to \$3.65 per case.

### Drink milk everybody

#### PURE MILK OR "OILED" MILK?

Women's organizations all over the country are pushing the fight against "oiled milk" in cans as a deficient food which will produce rickets, xerophthalmia and other deficiency disease in growing children. They are joining forces with the farm and dairy interests and with the standard milk evaporating companies which have always used whole milk, and legislation is being enacted in many states which will forever bar the "coconut cow" and her counterfeit milk.

The real facts, scientifically proven, as to the high vitamin and growth-producing qualities of butterfat and whole milk have just become generally known in the last few years. In the same period nutrition experts have shown that white rats fed on "oiled milk" will be stunted in growth, and afflicted with falling out of hair and a malignant eye disease, whereas their brothers, fed on whole pure milk, will grow normally. These facts of newer knowledge have awakened the public and started a healthy demand for legislation against this adulterated milk danger.

Six years ago a bright idea struck a milk evaporator. Butterfat now worth 40 cents per pound could be extracted from whole milk, and coconut oil worth one-quarter as much could be substituted so that the result would contain just as many "fats" chemically speaking. But he overlooked Nature's immutable law and the vitamins which are necessary to human growth and health. The vegetable oils are not blessed with vitamins by the Almighty, whereas butterfats and animal fats are.



DEPENDABILITY — UNIFORMITY



It took 10,000 men twenty years to build the great pyramid. And it was a terrific waste of effort. Had King Cheops' architect specified concrete, the work could have been accomplished in a few months, with a fractional amount of labor.

—and the pyramid would have lasted just as long.

Easy to handle, economical, impervious to rains and snows, and to all intents and purposes, fire-proof, these are some of the reasons that make concrete the favorite building material.

Whether you have in mind the construction of a house, barn, garage, silo, watering trough or chicken-run, concrete will give you not only the design you favor, but durability and low cost of upkeep as well.

Remember when you go to your DEALER for cement, ask for ATLAS Portland Cement, the kind that has stood the tests for uniformity and durability for over thirty years, "the standard by which all other makes are measured."

When you buy ATLAS you are buying more than Portland Cement. You are buying the integrity, the standard quality and the personal service which The Atlas Portland Cement Company gives with its product.

Go to the nearest Atlas Dealer and ask him for the book, "Concrete on the Farm," a practical handbook about cement construction. The Atlas dealer is always ready to help you; or write us for your copy of "Concrete on the Farm."

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### May-Rose Breeding HERD SIRES

#### LANGWATER HERO No. 39634

Son of Langwater Heroine, A. R. record, 1622.1 lbs. milk, 805.64 lbs. fat in Class D.

#### LANGWATER ROYAL 25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

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#### 60 Registered Guernseys

The cows that give the high priced milk

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#### Laverna's Ultra May King 24660 A. R.

Gerar Pearl's Royal 58411  
His six full sisters have eight A. R. records averaging 1437.4 lbs. milk 704.96 lbs. butter fat but two of which were made as aged cows.

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### Towns End Farms

Home of the Long Distance Bull

#### King Pietertje Ormsby Piebe 17th No. 294184

His Four Nearest Dams Average:

Butter—1 yr.—1123 lbs.  
Milk—1 yr.—24185 lbs.

Bull Calves for Sale at Farmers' Prices

Also a few Heifers and A. R. O. Cows bred to K. P. O. P. 17th

Approved Cows Taken for Service

**E. P. ALLINSON**  
WEST CHESTER, PA.

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### Crystal Farm Herd

Made the largest yearly average in the

West Chester  
Cow Testing Association  
**WINTERTHUR JOHANNA**  
**PRILLY SEGIS 206498**  
Won Senior and Grand Champion for two years at the West Chester Fair. His daughters show great individuality and production.

It Pays to Breed to Him.  
**FOR SALE**

Two heifers bred to him, due in June, a bargain

Also Fresh Cow  
Absolutely Healthy Herd—just passed  
2nd Yearly Clean Test

**Charles J. Garrett**  
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### BULLS A Few Choice Heifers

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#### A. R. O. Cows

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#### Financial Satin Noble

\$100 and Up

80 to Pick From

**HIGHLAND FARMS**  
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## Jerseys

### Financial Sensation 153793

"The Best Bred Bull in  
the World"

Heads the Herd at

### Greystone Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

## Ayrshires

### Ayrshires CONSTITUTION QUANTITY CONFORMATION QUALITY

Breeders of Bloomer's Queen, 4-yr.-old, 21820 lbs. milk, 1005 lbs. butter.

We sold 12 heifers in 1920 which averaged 12178 lbs. milk with first calf.

The Champion Jr., 3 yrs. old, who produced 16448 lbs. milk, 650 lbs. fat.

We offer 10 cows, 20 heifers and bulls which will increase the production of milk and fat.

FARMERS PRICES

**James Deubler's Sons**  
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## Ayrshires

### Westtown School Farm

WESTTOWN, PA.

Our herd is headed by two splendid young bulls.

#### PENSHURST SANDY

Prize winner at National Dairy Show 1921. A son of Netherton Statesman Imported and grandson of The Champion of Scotland Brae Rising Sun.

#### BARON'S ITHAM OF WESTTOWN

Son of Baron's Best of Bargaenoch Imported, one of the ten highest producing bulls of the breed.

#### FOR SALE

Grandsons of Baron's Best of Bargaenoch Imported from high producing officially tested cows.

Federal Tuberculin Tested

## THE THERMOMETER IN THE DAIRY

Too often the thermometer is considered merely as an instrument to measure the temperature of the air. It is so many degrees hot or so many degrees cold. Properly appreciated it serves the farmer in many ways.

A thermometer should be in regular use by the dairyman. In probably no other department of the farm can a thermometer be used to greater advantage than in connection with dairy operations.

The temperature at which milk, cream, and butter are kept and at which varying operations are carried on is very important. When milk is sold as such it should be immediately cooled. Much depends on the temperature of the water used in cooling. Cooling of milk is to stop bacterial growth. Bacteria will reproduce themselves every half hour if the temperature is favorable. If milk is to be separated by centrifugal process, it should have a temperature of about 90 degrees; if by gravity methods, it should be cooled to 50 degrees very soon after milking. The temperature at which cream is churned is an important item; 52 to 60 degrees Fahrenheit is considered about right. Butter should be stored in a cool place to keep it sweet. For all these purposes it is essential to have a thermometer, and one that can be depended upon for accuracy.

The thermometer will tell whether the cellar or storage house is of the right temperature for produce. Apples are frequently stored in outside cellars, where the temperature is best if it can be kept at 31 or 32 degrees; but 34 or 36 degrees will give satisfactory results. If the temperature is to be higher the fruit should be placed in storage soon after being picked, to forestall preliminary decay. In boiling maple or sorghum syrup, the thermometer can be used to ascertain the density of the liquid.

It is sometimes desirable before planting to test the temperature of the ground. Often insect and disease pests can be forestalled if seed is planted as early as the ground is warm enough to germinate it. Tests with thermometers on various parts of the farm under different weather conditions will give some interesting data on availability of land for crops that are affected by heat and cold.

In the farm home the uses of a thermometer are almost countless.

In purchasing a thermometer, get a good one, preferably with the figures etched on the glass. Such a thermometer cannot readily get out of adjustment.

With constant use one becomes acquainted with the instrument so that dependence can be placed upon it.

A clinical thermometer has particular advantages in connection with handling stock and will enable one to judge conditions of health of dairy and other animals.

## SCARCITY NOW FELT IN HIGH PROTEIN FEEDS

The feature of the feed situation early this spring is the scarcity of high protein feeds. Due to export demand, the price of oil meal and cottonseed meal has advanced sharply. Gluten feed, while in good supply, has felt the shortage of other protein feeds and has advanced accordingly.

"Make the best use you can of corn and oats and make the high protein feeds go as far as you can," say the feeding experts.

## WORLD DAIRY CONGRESS

(Continued from page 1)  
the discoverer of vitamins, and other investigators, have learned that milk is requisite for normal, healthy child life and that it contains elements which are required by adults in seeking to maintain normal health.

The proposed congress will probably be organized in four sections, relating to research and education, industry and economics, regulation and control and national health.

Professor H. E. Van Norman, president of the World's Dairy Congress Association, in addressing the gathering said:

"America developed the economic side of the dairy industry and we propose to make this congress different from any other international dairy meeting ever held in the consideration of industry and economics. In that section, we wish to bring out discussions of all these great economic problems which have a world-wide aspect. There are problems here peculiar to us that the man from Argentina or Sweden might not be interested in; but there are a vast number of economic questions of universal interest. We want to make the industrial side a conspicuous feature. The development of co-operative effort in many countries brings to the front a realization of the need of understanding on the part of the leaders of co-operative organizations of the economic forces which influence the business of the world.

"Expanding commerce requires common standards. There is a need of the understanding of common terms. If America has any prospect of the expansion of her dairy industry into foreign trade, we must have a common vocabulary so that we can deal with foreign countries on a basis of mutual understanding. This shows one of the possibilities that may be developed through discussion at the congress.

"Unfortunately, we do not do the best we know how without outside help. Regulatory departments of the government are organized to inspect and control our sanitary arrangements and to protect us against disease. America, I believe, leads the world in its understanding of milk as a factor in national health. We have developed the National Dairy Council, various child welfare associations and other organizations which are concerned with teaching the people the part which milk can play in the nation's welfare.

"We believe that it is possible to bring to this country in 1923 men eminent in science, in business, in regulation, in national health work.

The dairy industry has been made up of disassociated units. This congress represents the first effort to bring them together. Twenty branches are represented in the Congress Association. We believe that it is the beginning of a movement that will mean improvement, not only to the health of the nation, but also to the business of the dairy industry.

## EXECUTIVE COMMITTEE HOLDS MEETINGS

The executive committee of the Board of Directors of the Inter-State Milk Producers Association held a number of informal meetings during March, adjusting various minor difficulties between producers and dealers. A formal meeting was held on March 7th, when market conditions were considered and plans outlined for presentation of various matters to the board of directors at the meeting to be held March 22nd.

## The C-B-W Calendar



### Our Special Offer to Readers of This Magazine

In order to encourage proper handling and testing of milk by the producer, which is urged so untiringly by your organization, the I-S M. P. A. we offer you the following group of necessary equipment at a reduced price if bought complete in one order.

List "Economy" Strainer, 10 qt. .... \$1.75  
"Fishmouth" Covered Milk Pail, 14 qt. .... 2.00  
"Gong" Can Scrub Brush ..... 1 gal. .30  
B-K Sterilizer ..... 1.40  
Wyandott, 5 lb. sack ..... 1.40  
Strainer Cloth, a roll ..... 1.40  
2 Bottles Facile Babcock Tester with glass-ware and instructions ..... 6.50

Total (reg. prices) ..... \$15.35  
(not including postage)

ALL FOR  
**\$14.00**

## BUY THIS FARM MACHINERY AT COST!!

Our recent reorganization makes it necessary to clear our store of the following equipment. To do this quickly we offer it to you at these unheard of prices—prices lower than those we actually paid the factory for them when our stock was purchased

	No. on Hand	Reg. Price	Sale Price
International Spring Tooth Harrow, 15 tooth.....	3	\$22.00	\$17.05
International Spring Tooth Harrow, 17 tooth.....	4	23.00	18.30
Oliver Spike Tooth Harrow, 60 tooth.....	15	20.00	15.80
International 2 lever 8-16 Disc Harrows.....	2	35.00	28.25
International 2 lever 12-16 Disc Harrows.....	6	43.00	34.00
International 2 lever 12-16 Tandem Attachments.....	6	41.00	33.00
International 8-16 Orchard Disc Harrows.....	1	46.00	36.50
International 10-16 Orchard Disc Harrows.....	1	49.00	39.00
International 10-16 Leverless Tractor Disc Harrow.....	3	115.00	90.50
International 14-18 Leverless Tractor Disc Harrow.....	2	125.00	99.50
International Disc Harrow Forecarriages.....	15	8.50	6.40
Oliver No. 20 wood beam plow with wheel and jointer.....	3	21.50	15.00
Oliver No. 40 wood beam plow with wheel and jointer.....	4	23.00	17.00
Oliver No. 82 steel beam plow with wheel and jointer.....	8	21.00	15.00
Oliver No. 83 steel beam plow with wheel and jointer.....	10	22.00	16.00
Oliver No. 33 new ground plow with wheel and coulter.....	2	23.00	17.00
Oliver No. 829 subsoil plow with wheel.....	6	10.00	8.00
Superior 10-7 Fertilizer and Grain Drill (disc).....	3	140.00	112.00
Superior 11-7 Fertilizer and Grain Drill (pin hoe).....	1	138.00	110.40
Superior 10-7 Fertilizer and Grain Drill (pin hoe).....	2	130.00	104.00
Superior 12-7 Fertilizer and Grain Drill (disc).....	1	158.00	126.50
Oliver No. 23 Reversible Sulkey Plows, 14' bottom.....	10	80.00	63.00
Oliver No. 11, 2 or 3 Horse Sulkey Plows, 14' bottom.....	5	55.00	41.00
Indiana Tractors, 6-12 Horse Power.....		665.00	500.00
Oliver No. 61 Plow for Tractor.....		85.00	55.00

All brand new, latest model machinery. A wonderful opportunity to save money—if you act at once.

**Cherry-Bassett-Winner Company**

1918 Market St.  
**PHILADELPHIA**  
Next to Stanley Theatre



## Penshurst Ayrshires

### NOTED FOR

- 1st. First Accredited herd in the State.
- 2nd. Large size, many cows weighing over 1400 lbs.
- 3rd. World's champion production records. Five cows average 21889 lbs. milk, 1017 lbs. butter.
- 4th. Economical production. Five pounds of milk for one pound of grain.
- 5th. Milk that meets exactly the standard for Certified Milk.
- 6th. Reasonable prices for cattle. Young bulls that will increase the production of your herd, some from dams testing over 4 1/2%. Prices as low as \$100 each.

Write for Pictures and Pedigrees

**PENSHURST FARM NARBERTH, PA.**  
(7 Miles from Philadelphia)

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Punctures Scratches White Scours  
Contagious Abortions  
Mange Exzema Skin Diseases  
Parasites, internal and external  
Ulcerations and Pus Formations

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## THERA-POGEN

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the wonderful Healing Agent and ideal Antiseptic and Deodorizer  
If you cannot get it from your Veterinarian or Druggist  
write us their name and obtain free booklet.

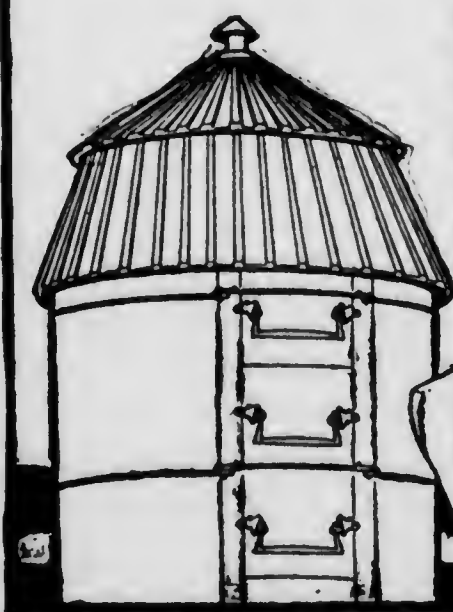
THEODORE MEYER, Sanitation Chemist, 213 S. 10th St., Philadelphia

## UNADILLA SILOS

Why  
They Are  
Leaders

Many features of convenience and safety have made Unadilla Silos the leaders throughout the East. The gambrel roof insures a full silo. The patented door can neither stick nor freeze in, and is air and water tight. The door-fasteners form a wide, safe, permanent ladder under the door opening; and all hoops are adjusted from this ladder. The continuous door opening permits the silage to be shoved out instead of pitched over head. These features are found in the 1922 Unadilla, and its prices with special discounts for early orders, make it a real economy. Write today for particulars and the free catalog, explaining in detail the many features of Unadilla Silos.

UNADILLA SILO COMPANY  
Box D, Unadilla, N. Y., or Des Moines, Iowa



## THE DAIRY LABORATORIES

5 North 20th Street, Philadelphia, Pa.

### Consulting and Analytical Chemists

Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

#### FLY SPRAY TO KEEP FLIES OFF DAIRY CATTLE

Chlorine Solution to Sterilize Milk Utensils Write for information

Dr. Lee H. P. Maynard, Milk Expert H. C. Campbell, B.S., M.D., Ph.D., Chemist  
Dr. H. S. Johnson, Bacteriologist Ralph Fort, Assistant  
Branches at Washington, D.C. Pittsburgh, Pa. Baltimore, Md. St. Louis, Mo.

## FOR SALE

### REGISTERED HOLSTEIN BULL CALVES

From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as Helpers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

I. V. OTTO BOILING SPRINGS FARM CARLISLE, PA., R 6

WHEN WRITING TO THE ADVERTISERS MENTION THE REVIEW, PLEASE

## COW TESTING ASSOCIATIONS

### CHESTER COUNTY, PA.

Out of the 1814 cows in the four Cow Testing Associations of Chester county for the month of February, 209 produced over 1000 lbs. of milk, 95 over 1200 lbs. milk; 165 over 40 lbs. butterfat and 50 over 50 lbs. butterfat; 40 were on official test; 9 were sold as unprofitable.

The ten highest cows in production of butterfat are as follows:

Name	Address	Lbs. Milk	% Fat	Lbs. Butterfat
E. P. Allinson	West Chester	2106	3.9	82.1
Gilbert Smedley	Uwehland	1887	4.	75.4
M. L. Jones	Westtown	1350	5.4	72.9
E. P. Allinson	West Chester	1753	3.8	66.5
A. Evans and Son	Glen Mills	1932	3.4	65.7
M. L. Jones	Westtown	1926	3.4	65.5
J. A. Correll	West Grove	1190	5.5	65.4
Mast Staltzfus	Elverson	1250	5.1	63.7
Helen A. Read	Lennep	1249	5.0	62.4
Walter Melvain	Downingtown	1822	3.4	61.9

### BEDFORD COUNTY, PA.

Harry B. Bechtel, Lester B. Guyer, Testers

During the month of February, 38 cows in two Bedford County, Pa., Cow Testing Associations produced either over 40 lbs. of fat or 1000 lbs. milk. In the two associations there are 364 cows on test.

The ten highest cows in production of butterfat are as follows:

Owner	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
A. T. Replogle	P. B. H.	1687	5.4	59.0
A. T. Replogle	G. J.	973	5.4	56.4
C. E. Little	P. B. H.	1557	5.4	54.5
David L. Baker	G. H.	1302	5.2	52.1
Jacob Hershberger	Mixed	1014	5.1	51.7
C. R. Clapper	G. G.	941	5.1	51.7
George Steele	Mixed	1049	4.9	49.3
C. R. Clapper	Mixed	988	4.8	48.4
Wilson Koontz	G. H.	1552	4.8	48.1
George Steele	G. J.	961	4.8	48.0

### YORK VALLEY ASSOCIATION

The ten highest cows in production of butterfat are as follows:

Owner	Name of Cow	Breed	Lbs. Milk	% Fat	Lbs. Butterfat
C. E. Etnier	Penny	R. H.	2338	4.5	105.1
C. E. Etnier	Betty	R. H.	2044	3.6	73.6
C. E. Etnier	Rose	R. H.	1520	4.1	62.3
C. E. Etnier	Molly	R. H.	2178	2.7	58.8
Henderson & Dummer	No. 8	G. G.	1263	4.2	53.0
A. C. Kohr	No. 1	G. H.	1204	4.2	50.6
A. J. Bentzel	No. 6	G. G.	1204	4.2	50.5
C. E. Etnier	Queen	R. H.	1845	2.7	49.8
H. E. Robertson	Finderne	R. H.	1420	3.5	49.7
Davis Bras.	Zama	R. H.	1756	2.8	49.1

## Seed Corn

### York County Yellow Dent

120 DAY CORN

Acclimated to Phila. territory

Carefully selected and graded

98% Germination

\$3.00 bushel f. o. b. York

Order at once

J. O. Poorbaugh York, R. D. 3



A battery recharged here is one charged properly—for it is constantly under competent observation when it is "on the line" and exacting care is taken to prevent overcharging or any other injury.

Your battery lasts longest when we handle it.

OUR SERVICE is unbiased and dependable.

**Pusey & Young Storage Battery Station**

WEST CHESTER, PA.

COATESVILLE, PA.

## Slashing REDUCTION

### IN Silo Prices

The TECKTONIUS

a remarkable silo at a

remarkable price

The DARBY SILO

the best ever offered for

the money

WOOD TANKS

for farm and manufacturing

purposes in all sizes for

water supply, garden and

lawn sprinkling, spray,

mixing, cider and vinegar.

Ask for Bulletin F. It tells

you all and is FREE.

G. Woolford Wood

Tank Mfg. Co.

6th Floor Lincoln Bldg.

PHILADELPHIA, PA.

## FOR SALE

S. C. Buff Leghorn Hatching Eggs  
\$7.00 per 100, \$1.50 per 15. Fine stock  
Orders booked for Registered Chester White  
Pigs.

JOHN C. SUTTON Blacks, Md.

## E. NEWLIN BROWN

Live Stock

Auctioneer

WYCOMBE, BUCKS CO., PA.

Sales Anywhere —Anytime

## HOLSTEIN FRESIAN CATTLE

Young Stock of either Sex

Always for Sale

Herd Under Federal Inspection

Free from Disease

William S. Ker, Carlisle, Pa., 9R.

## IMITATION MILK

### Prohibitory Law Passes in New Jersey

The Governor of New Jersey has signed the Sexsmith bill, prohibiting the manufacture and sale of imitation or filled milk in the State of New Jersey. New Jersey is the ninth state in the United States to adopt a prohibitory measure. These states represent a population of over 29,000,000.

In New York both branches of the legislature have passed a prohibitory measure. It's now up to the governor. He has 30 days from the passage of the bill to act upon it. We understand that the governor will probably have a hearing on the bill before taking final action.

In Wisconsin the Supreme Court will hear arguments as to the law in the matter of the legality of the Wisconsin Filled Milk Bill about April 15th. The referee in the case of the Hebe Manufacturing Co. vs. the State of Wisconsin, has held hearings and reported his findings.

Congressman Voight, author of the Voigt Bill (H. R. 8086), prohibiting the movement of imitation or filled milk in interstate commerce and for export, as well as its manufacture and sale in the United States possessions, states that his bill is expected out on the floor of the House of Representatives in the near future. Strong efforts are being made to interest congressmen in this measure. If you have not already communicated with your congressmen, write them at once urging their support of this measure.

### DAIRY COWS OF PENNSYLVANIA ARE WORTH OVER \$50,000,000

The dairy cow is justly regarded as the backbone of Pennsylvania's agriculture. Reports just available show that on the first of the present year the dairy cows on the farms of Pennsylvania represented an investment of almost \$51,000,000.

In the entire state on the first of the year there were 862,868 dairy cows and the average value of these cows was \$59, making the dairy herds of the state worth \$50,946,852.

Lancaster county leads in the number of dairy cows but only by a small margin having just 105 more dairy cows than Bradford county. Chester county is third.

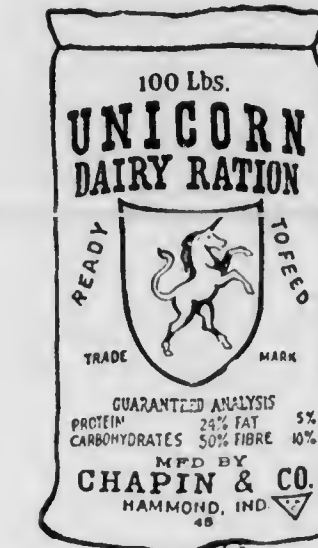
The number of dairy cows at the beginning of the present year was a decrease of just one-half of one per cent. over the number on the farms a year previous, indicating that the dairy industry of the state weathered the depression of 1921 in an excellent manner.

### FERTILIZER ECONOMY

High analysis fertilizers are cheaper than those of low analysis, thoughtful farmers are coming to see. Home mixing, further, they say offers the cheapest means of securing complete fertilizers of high analysis. Real fertilizer economy in field crop production is secured through the intelligent use of standard fertilizer materials as a supplement to clover and farm manure.

To obtain better results use a THATCHER (batch) FEED MIXING MACHINE  
Thoroughly mixes Molasses, Semi-Solid Butter Milk, Concentrates, or Roughage.  
THATCHER MANUFACTURING CO.  
1202 Harrison Bldg. PHILA., PA. M. & P. R. & E. King St. YORK, PA.

# The Milk Surplus Problem



The logical remedy for a milk surplus is to weed out the low producers, keeping only your good cows.

Keep fewer cows—better cows—and better-fed cows. You will get less milk but, in addition to helping reduce the surplus, it will save you feed, labor and worry.

For your good cows buy Unicorn. It is economical because it reduces the feed-bill per cow. Some feeds waste money—Unicorn saves money.

Feed Unicorn with your corn and oats and get the most milk for every dollar you spend for feed. Successful dairymen follow the Unicorn Plan. Try it.

More Milk Every Day, For More Days

**CHAPIN & COMPANY**

Main Office:  
327 S. La Salle Street  
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New England Office:  
131 State Street  
Boston, Mass.

### FARM DAIRY HOUSES

It is a recognized fact that the farm dairy house holds an important place in the production and handling of clean milk. Various health officials take cognizance of this and have written into the milk ordinances and milk regulations provisions requiring all producers of milk to have a milk house of approved design and construction. Dairy farm score cards also consider the presence of a milk room or dairy house desirable.

A farm dairy house may be simple in construction and design, and of low cost, and yet be very efficient as regards sanitation and labor. The exterior and design may take any number of forms, varying from a simple plain wooden building to a more pretentious structure.

The location of the dairy house is important. It should not open directly into the stable; yet it should not be far removed, because this will make extra labor necessary in carrying the milk. The house should be in a well-drained place.

The building material used will depend upon the individual choice of the farmer. Concrete or tile makes a very durable and sanitary house. If constructed of either of these materials, repairs will be few and such materials may prove to be cheapest in the long run. Brick, stone or wood is satisfactory.

Particular attention should be given to the floors. Concrete is the best material to use. Good drainage is necessary. Construction of the walls and ceilings, position and number of windows, provision for ventilation, and cleaning and sterilizing facilities are factors to be carefully studied before a dairy house is built.

A farm dairy house is a necessity on the modern dairy farm. Such houses may be constructed with a small cash outlay. Milk inspectors may help sanitary production by seeing that every farm producing market milk has a good practical, sanitary milk room or dairy house.

### Absolutely Successful

#### in every case of BARRENNESS and Retained Afterbirth

That is what Mr. Fred B. Draper, a prominent breeder in Westwood, Mass., writes in the following letter: "Enclosed please find check for \$2.75 for which kindly send me one package of your Hood Farm Antiseptic Breeding Powder."

"I have used this powder with excellent results, both for failure to breed and in failure to pass the afterbirth. I have yet to find a case when it did not produce absolutely successful results. It will give me much satisfaction to let others know of the virtue of your Hood Farm Antiseptic Breeding Powder. Yours very truly, Fred B. Draper."

Order today, mentioning this paper.

Prices of Hood Farm Breeding Powder prepaid, \$1.15, \$2.75 and \$5.00

Price of Hood Farm Flexible Injection Tube by mail, 90c., or with a \$5.00 order 75c.

Mail all orders for Hood's Farm Remedies direct to

C. I. HOOD CO., Lowell, Mass.

### PHILADELPHIA

(Wood Stave)

SILOS

CENTURY

(Cement Stave)

SILOS

OPENING ROOFS

(Full silo without refilling)

Cutters Feed Trucks

E. F. Schlichter Co.

10 S. 18th St., Phila.



### BACK TO PRE-WAR PRICE

#### Monarch Dairy Sterilizer

\$2.00 PER GALLON

If your dealer does not carry Monarch, we will ship direct Express Prepaid.

A powerful Germicide and Disinfectant—Phenol coefficient 10 plus—Absolutely non-poisonous.

Bring the upkeep of your

Milker Down

Write for 3 oz. sample bottle of Monarch, enough for 7 milkings.

**Monarch Laboratories, Inc.**

BLOOMFIELD, N. J.



Improve Milk Quality  
Cool and aerate milk at one time—halt germ growth—remove odors.  
GENUINE IMPROVED CHAMPION stops waste and loss—gives its cost in one week. Write for Free Folder.  
CHAMPION MILK COOLER CO., Dept. 22, Cortland, N. Y.



Easier  
Quicker Better

THAT mean, disagreeable job of whitewashing and disinfecting in Stables, Hog Houses, Poultry Houses, Dairies, Cellars, Outbuildings can be turned into pleasant rainy-day work that will be done in half the time with better results and with less labor.

Carbola is a white paint and disinfectant combined in powder form, that is ready to use as soon as mixed with water and is applied with brush or spray pump. It will not clog the sprayer, has no disagreeable odor and doesn't flake, blister or peel off. It can be used on wood, brick, stone, cement or over whitewash.

25% extra in Texas and Rocky Mountain States

Hardware, paint, drug or seed dealers have Carbola or can get it. If not order direct—prompt shipment by post or express.

CARBOLA CHEMICAL CO., Inc.

299 Ely Ave. Dept. W Long Island City, N.Y.

## Reading Bone Fertilizer

Quality Service Satisfaction

Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

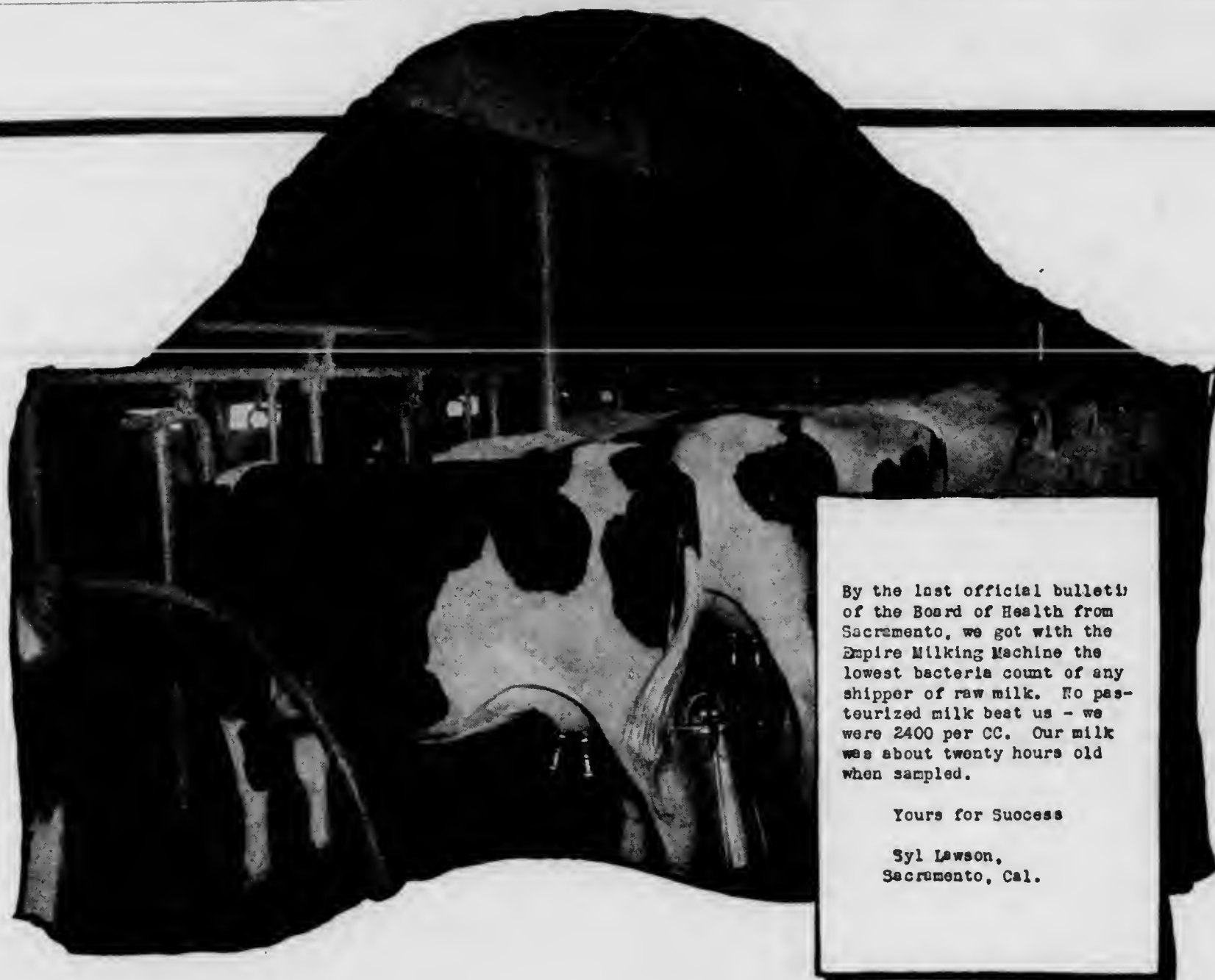
(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer. Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.

Reading Bone Fertilizer Co., Reading, Pa.





By the last official bulletin of the Board of Health from Sacramento, we got with the Empire Milking Machine the lowest bacteria count of any shipper of raw milk. No pasteurized milk beat us - we were 2400 per CC. Our milk was about twenty hours old when sampled.

Yours for Success

Syl Lawson,  
Sacramento, Cal.

## You too can Make Grade A, Certified Milk

**F**ROM New York to California, dairymen who use Empire Milking Machines are making records for milk with low bacteria count.

The letter shown above is just sample evidence of how the Empire Milking Machine is helping dairymen to produce certified and grade A milk with a great reduction in labor costs.

Arden Farms Dairy Co., Arden, New York, reports 5225 bacteria per cubic centimeter—4775 better than the requirement for certified milk. Elliott Brant Rancho, Los Angeles, Cal., reports 1300, per c. c. R. L. Kirby & Son, Dallas, Texas, reports 9000. (The city standard of Dallas is 50,000 per c. c.)

The Empire Milking Machine of 1922, with its pulsator guaranteed even against wear for four years service is an investment which pays for itself long before the guarantee is up. The Empire is now selling at the lowest price since it was invented.

Go to your dealer and see this machine or invite him to call upon you. Have him show you how the Empire will enable you to produce better milk and more milk at lower cost. Write today for complete facts and the evidence that Empire users have to offer. Ask for catalog 50M

EMPIRE CREAM SEPARATOR COMPANY, BLOOMFIELD, N. J.  
Elgin, Ill. San Francisco, Cal. Toronto, Can.

Also manufacturers of the Separator with the Million Dollar Bowl

# EMPIRE

## Milking Machines



**End of  
Volume**